A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

August 10, 1970

International Commerce

A new look at E. Europe trade prospects

U.S. export strategy sharpened in Far East

U.S. show at PAKEX wraps up $12 million in sales

International Trade Winds

Company News

CONSTRUCTION—Procon Inc., Des Plaines, Ill., has been awarded a contract for construction of an acrylonitrile plant in South Korea by Tong Suh Petrochemical Corp., Ltd., a joint venture of Skelly Oil Co. and the South Korean Government-owned Chung-Ju Fertilizer Corp. The contract covers construction of a plant at Ulsan to produce 60 million pounds yearly of acrylonitrile from propylene and ammonia. The monomer will be further processed into fibers for use in fabrics and carpet manufacturing. The plant will be based on a process licensed by Prospect International, C.A., a subsidiary of Standard Oil Co. of Ohio. The Badger Co., Inc., will handle design and equipment procurement.

PULP—Celulosas de Asturias SA has awarded a turnkey contract to Parsons & Whittemore Lyddon Organization for a 100,000 tons-per-year pulp production facility to be located in northern Spain. Celulosas, a company formed by Sociedad Nacional Industrias Aplicaciones Celulosa Espanola, SA and La Papelera Espanola SA, will utilize woods from Spain's Asturias Province to produce semi-bleached and bleached kraft pulp. The mill will be designed and engineered by Parsons & Whittemore Ltd., London, and Parsons & Whittemore, Inc., New York. The London facilities will also supervise construction of the mill and erection of equipment. Production is expected to begin in early 1973.

WATER TREATMENT—Calgon Corp., Pittsburgh, has announced the formation of Chemviron, S.A. of Brussels to market water pollution control systems, products and engineering services in Europe. The new subsidiary will also market water-soluble polymers and granular activated carbons for clarification, taste and odor control in potable water treatment systems. Calgon also acquired Technique et Distribution also of Brussels which has been responsible for marketing Calgon's water conditioning equipment. The company will function as Chemviron's Water Treatment Equipment Division and operates manufacturing facilities in Paris and Brussels. Chemviron will also have sales offices in England, Germany, Italy and France.

Newsletter

Are U.S. businessmen interested in exploring opportunities in Eastern Europe? Commerce Department's trade mission specialists see one index of this interest in the large number of firms that are standing by for a Specialized U.S. Instrumentation Trade Mission to several Eastern European countries next month. They hope for a chance to join the mission, in case any of the originally recruited members drop out.

The U.S. Chamber of Commerce is joining the Commerce Department in organizing five industry groups on a Trans World Airlines MarketAir Trade Mission to Europe this fall. This September-October venture will be held as part of an inaugural TWA Rome-New York flight. Mission members are being selected from the fields of advanced medical equipment, food processing equipment, packaging machinery, microfilm and reprographic items, and electronic data processing software.

The Tokyo U.S. Trade Center was the right place for a one-day technical seminar conducted by the president of the Temtek Corp., Bartlett, Ill. W. J. Meid spoke to 20 Japanese executives on furnaces for ferrite and alumina substrate, and his Japanese agent now looks for $400,000 in business in the next year as a result of this between-regular-shows use of the Trade Center.

Can the industrial know-how that is coming out of the U.S. space program be applied to the economy of a developing nation? The U.S. Agency for International Development and the National Aeronautics and Space Administration are joining with the Korean Institute of Science and Technology to identify promising "matches" of NASA technology to Korean needs. Then a Korean team will attempt applications within the country's national industrial effort.

A major opportunity that was transmitted to the U.S. by our Commercial Officers in Greece, and then promoted in INTERNATIONAL COMMERCE by the specialists who prepare our World Trade Opportunities section has now culminated in a 20-year contract. The Marriott Corp. won the bid for catering service at the Athens airport after attention was directed to it in our columns and through the efforts of the Service Industries Division and the International Liaison and Trade Opportunities Staff, both in Commerce's Business and Defense Services Administration.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

XUM

U.S. Department of Commerce

Maurice H. Stans
Secretary

Rocco C. Siciliano
Under Secretary

Harold B. Scott
Director,
Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

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Publication notice

Biweekly publication of this magazine is continuing until the appearance of the Department of Commerce's new magazine COMMERCE TODAY, which has been announced as the successor publication to INTERNATIONAL COMMERCE. Since the final weekly issue of June 29, INTERNATIONAL COMMERCE has appeared biweekly on July 13 and 27.

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Volume 76
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International Commerce

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New Look at U.S. East Europe Trade Prospects 2
Commerce Department official finds Japanese, West European businessmen leading in field; U.S. trade at token levels only

U.S. Far East Commercial Officers Convene 5
Meeting in Bangkok with Washington officials, region's trade specialists sharpen export strategy, promotion efforts

Fall Trade Missions Being Recruited 6
Commerce seeking experienced businessmen to study food processing, pump, compressor markets in six Latin American nations

Trade Bill Sessions Highlights July Activity 7
After reviewing Administration measures and other trade proposals, Committee due to report out bill new trade bill

U.S. Exhibit at ACHEMA '70 Tops $7 Million 14
Fifty U.S. firms took part in eight-day event under Commerce sponsorship; off-floor sales of $669,000 reported

PAKEX '70 Expected to Sell Over $12 Million 18
U.S. firms found gold mine in garbage and trash disposal equipment at London packaging event in June

Overseas Promotional Events Listed for U.S. Firms 29
Schedule offers choice of 16 U.S. commercial exhibitions, trade fairs, solo shows and trade missions, and 27 Trade Center shows

MISCELLANEOUS—McCormick to keynote foreign trade convention 10
TRADE FAIRS, CENTERS—Ghana international fair seeks foreign exhibitors 12
British medical equipment market is target of December Trade Center show 12
Marine, shipbuilding equipment featured at Frankfurt Trade Center 13
Sixth Touring Thai show estimates $710,000 in upcountry sales
WORLDWIDE BUSINESS OUTLOOK—Expansion aggravates Danish deficits 20
Norway appears headed into inflationary phase after period of steady climb 22
Jamaica makes strong gains in mining, construction; other areas lag 24
FOREIGN GOVERNMENT ACTIONS—What Japan expects in five years 26
Austria cuts duties on several imports, turnover taxes on others 27
Argentina reduces all import duties in counter-inflationary move 27
Vending machine sales reported at all-time high levels in Canada 28
INVESTMENTS, LICENSING OPPORTUNITIES—Firms seek U.S. partners 34
Pioneer group offers investment links to Yugoslav enterprises 35
WORLD TRADE OPPORTUNITIES—UNDP approves 52 development projects 36
NEW BOOKS AND REPORTS—Sixteen IMIS reports, six OBR's released 52

Another look at trade prospects between United States and Eastern European countries held opportune

Commerce Department official finds Japanese, West European businessmen leading in field; American trade at token level only

By HAROLD B. SCOTT

Director, Bureau of International Commerce

For more than a decade, U.S. Government policy has favored trade in peaceful goods with Eastern Europe.

During these years, Western European and Japanese businessmen have developed a trade turnover with the Eastern European countries to a level which reached about $13.5 billion in 1969 and is continuing to rise. U.S. business, however, has developed only token levels of trade in these growing markets.

While many problems confront the growth of U.S. trade with Eastern Europe, there are realistic possibilities for expansion. The time is ripe for U.S. businessmen to re-examine possible opportunities for their own products in these countries.

Trade turnover in 1970 between the United States and Eastern Europe, including the USSR, probably will amount to some $550 million—about 5% of the total trade between Eastern Europe and the industrial, non-socialist world. For the last 20 years Eastern Europe has accounted for less than 1% of total U.S. foreign trade. The U.S. share of the East European market is remarkably small. Tables accompanying this article show the direction of U.S. trade by country, commodity composition of trade by principal categories with the region, and the value of U.S. trade with Eastern Europe since 1950.

Limiting factors

There are several important limitations on trade between the United States and East Europe.

U.S. legislation prohibits Eastern Europe from receiving most-favored-nation tariff treatment (except for Poland—and Yugoslavia) on its exports to the United States, or Export-Import Bank credit to finance its imports from the United States. In addition, our Export Administration Act of 1969 authorizes the denial of licenses for U.S. exports in the interest of national security or foreign policy.

Equally important limitations are Eastern Europe's lack of hard currency, its greater distance from the United States as compared to Western Europe, the higher costs generally associated with doing business with the United States, and the East European practice of balancing its trade bilaterally.

The Eastern European countries have, despite these limitations, maintained a low level of trade with the United States. In recent years East Europe has imported more from the United States than it has exported. Their limited knowledge of, and contacts in, the U.S. market have adversely affected East Europeans' efforts to increase their two-way trade with the United States.

The economic and trading systems of socialist countries differ from those familiar to U.S. businessmen who trade with Western Europe and Japan. For this reason, more effort is required by U.S. firms to assess the East European market, and to familiarize themselves with East European foreign trade methods.

The East European countries are committed to long-term programs of industrialization and modernization of agriculture. Except in the Soviet Union, these programs started after World War II. They were packaged in a series of five-year economic plans; current plans terminate this year and the next set will cover the years 1971-75. Details of the new long-term plans probably will be released by most of these countries late this year or early in 1971.

For the East European countries generally, planned annual economic growth, in terms of real gross national product, is in the range of 5-9%. The emphasis in domestic investment typically favors heavy industry, including the field of energy. The individual country plans give a preliminary picture of East European needs for future economic development. The share of these requirements they hope to fill by imports is, however, not shown.

But the East Europeans are definitely

U.S. trade with Eastern Europe

(Millions of dollars)

	Exports				Imports			
Country	1967	1968	1969	Jan.-June 1970	1967	1968	1969	Jan.-June 1970
Germany, Soviet Zone	26.3	29.0	32.0	17.5	5.6	5.9	8.1	4.3
Czechoslovakia	19.2	14.0	14.3	10.4	26.2	23.8	24.0	11.8
Hungary	7.6	11.2	7.3	12.0	3.9	3.8	4.1	3.0
Poland	60.8	82.4	52.6	44.5	91.0	96.9	97.8	50.4
U.S.S.R.	60.3	57.7	105.5	56.4	41.0	58.4	51.5	42.1
Romania	16.8	16.7	32.0	31.1	6.2	5.6	8.0	5.9
Bulgaria	4.2	4.0	4.7	4.1	2.8	3.7	1.8	1.5
Total	195.3	215.0	249.1	175.9	177.2	198.4	195.5	119.2

U.S. commodity trade with Eastern Europe[1]

(Millions of dollars)

Commodity category	Exports			Imports		
	1967	1968	1969	1967	1968	1969
Foods, beverages, tobacco	64.7	82.5	53.8	54.8	52.9	56.4
Crude materials	58.6	53.0	54.1	21.5	23.9	22.8
Mineral fuels and related materials	1.1	2.2	6.1	1.1	1.6	5.4
Oils, fats and waxes	4.1	4.2	1.4	2.1	—	—
Chemicals	22.7	25.8	35.1	7.9	8.4	7.5
Manufactures classified by material	8.1	6.2	23.5	56.3	81.3	71.4
Nonelectric machinery	24.8	26.1	56.2	11.0	6.8	6.5
Electric machinery and apparatus	4.7	6.2	7.0	—	—	—
Transport equipment	1.2	—	2.3	2.0	2.0	2.2
Miscellaneous manufactured articles	4.0	5.8	8.7	19.0	19.9	22.5
Other domestic exports	—	—	—	1.2	1.3	2.1
Total[2]	**195.3**	**215.0**	**249.3**	**179.8**	**200.8**	**197.8**

[1] Albania, Bulgaria, Czechoslovakia, Soviet Zone of Germany, Hungary, Poland, Romania, and the USSR.
[2] The sum of the entries in the columns may not equal totals shown because of rounding.

looking to the Western industrial world to supply many of their technological needs. They are planning to buy heavy industrial goods, as well as industrial raw and semi-finished materials, technology, patents, technical data and know-how. Aside from certain agricultural commodities such as cotton, grains and soybeans, durable and non-durable consumer goods generally have a low priority among purchases from Western countries.

The East European countries, in connection with their economic reforms and increasing emphasis on efficiency, are actively interested in U.S. industrial equipment and technology. They are particularly eager to obtain the latest machinery and know-how. But usually the East European end-user does not now have sufficient knowledge of what can be supplied by U.S. factories. Likewise, U.S. firms usually have little information on the requirements of the Eastern European countries.

Doing business

U.S. firms could facilitate their trade with East European countries, in several ways:

► Personal contacts can prove very useful to U.S. firms. Appointments can be arranged for representatives of U.S. companies to meet with managers of an East European foreign trade corporation specializing in a particular branch of industry, or the managerial staff of an East European factory. Some of these appointments can be arranged in advance by the commercial officers in the American Embassies or by the official Chambers of Commerce of the various East European countries. U.S. firms are also invited to visit, telephone, or write the Sino-Soviet Division, BIC-898, U.S. Department of Commerce, Washington, D.C. 20230. The Division can help in setting up such appointments.

► In some East European countries, it is possible to have market studies prepared by their market research institutes or Chambers of Commerce. The United Nations and the U.S. Government publish trade and economic data on East European countries that can be useful in mar-

AT POZNAN INTERNATIONAL TRADE FAIR in June, the Commerce Department's Commercial Exhibits program operated a Business Information Office (photo at r., below) near U.S. exhibition area. In photo at left, Fred Crosley (r.) of the Commerce Department hears Polish view on trade prospects.

U.S. EXHIBITORS at Poznan fair reported big crowds, keen interest. Above, Polish visitors view display.

ket research. The Commerce Department's Sino-Soviet Division will provide references upon request from U.S. business firms.

► U.S. firms also can mail their publications, brochures and other commercial literature to foreign trade enterprises, Chambers of Commerce, and scientific and research institutes. Lists of foreign trade enterprises in East European countries are available from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, at $1 for each country listed.

U.S. trade with Eastern Europe[1]: 1950-70

(In millions of current dollars)

Year	U.S. exports	U.S. imports
1950	26.7	80.5
1951	2.8	63.8
1952	1.1	39.5
1953	1.8	36.4
1954	6.1	42.4
1955	7.0	55.8
1956	11.2	65.4
1957	86.1	61.3
1958	112.6	63.8
1959	89.3	80.9
1960	193.9	80.9
1961	133.4	81.1
1962	125.2	78.8
1963	166.7	81.5
1964	339.6	98.6
1965	140.0	137.5
1966	197.8	178.7
1967	195.2	177.3
1968	216.8	198.8
1969	249.1	195.5
1970[2]	175.9[2]	119.2[2]

[1] Albania, Bulgaria, Czechoslovakia, Soviet Zone of Germany, Hungary, Poland, Romania, and the USSR.

[2] Six month period, Jan.-June 1970.

Pointers for U.S. firms

U.S. firms that are planning to export commodities, technology or technical data to East European destinations should become familiar with the requirements of U.S. export controls. To minimize licensing problems, the Commerce Department's Office of Export Control, BIC-840, is equipped to furnish firms with appropriate advance guidance. This Office (OEC) can save the U.S. firm valuable time by providing an advisory or preliminary opinion on the possibility of obtaining an export license for a particular transaction.

The scope of export controls is continually changing. OEC reviews existing controls and modifies licensing requirements. Since Jan. 1, 1970, elimination of licensing for an extensive list of commodities has been announced in its Export Control Bulletins.

East Europeans want to sell

East European countries are interested in expanding their economic relations with the United States. They wish to sell their goods, patents, and technology. Here again, their lack of information regarding the potential demand for their products in the United States and of some of the requirements of U.S. trade laws are frequently obstacles to this trade.

U.S. firms can perform several useful functions in this connection. American importers who deal with East European officials can educate them to avoid certain trade problems related to U.S. laws and regulations. Some of these problems concern the proper labeling of merchandise, the testing of drug preparations, meats, and food (to ascertain whether U.S. standards are complied with), and the embargo of goods that may be of Mainland Chinese origin though coming to the United States from an Eastern European country.

U.S. firms also are in a position to identify commodities that are currently import sensitive—such as textiles and shoes—and to help the East European exporter center his efforts on products for which there is a growing need and receptive market in the United States.

Harold B. Scott, Director of the Commerce Department's Bureau of International Commerce, recently visited Bulgaria, Czechoslovakia, Hungary, Poland, and Romania, as head of a four-man team from the Department, to assess the problems and opportunities for U.S. business in these markets. The group met in each country with local and U.S. Embassy officials and with U.S. and local businessmen interested in U.S.-Eastern European trade. This article summarizes some of his impressions, gained in the course of these contacts, which may be of special interest to U.S. business. An earlier discussion of U.S.-East European trade prospects by Scott appeared in the March 23 issue of this magazine.

Visiting Hungary?

The Hungarian Chamber of Commerce, 6924 Revai Nyomda, Budapest, Hungary, has suggested that U.S. businessmen planning to visit Hungary should write to them for assistance in scheduling appointments or factory visits.

The Commerce Department's Bureau of International Commerce can provide information and assistance. Write: Sino-Soviet Division, BIC-898, U.S. Department of Commerce, Washington, D.C. 20230.

MAKING THE KEYNOTE PRESENTATION before U.S. Commercial Officers for the Far East, in closeup view, is Acting Assistant Secretary of Commerce for Domestic and International Business Robert McLellan; listening is Robert E. Simpson, Director of Commerce's Office of International Regional Economics.

U.S. officials hone export strategy, review promotion efforts in Asia

Latest in series of conferences with U.S. Commercial Officers was held in Bangkok; recommendations cover marketing, credit

How to use the growing American business presence in the Far East to increase U.S. exports there—this was the focal point of discussion for 27 senior U.S. economic and commercial officers stationed in Far Eastern posts who met recently in Bangkok.

Their regional conference made an on-the-spot assessment of existing U.S. trade promotion efforts in the Far East, and sought to stimulate ideas as to new approaches, programs and techniques that might improve U.S. trade performance in the region. Particular stress was put on ways by which the U.S. Government might:

- Develop more and better marketing information for U.S. exporters to the Far East.
- Provide more competitive export credit facilities geared to the needs and capabilities of Far Eastern customers.
- Improve the climate for doing business in the region, such as by reducing barriers to trade and investment in certain Far Eastern countries.
- Help U.S. exporters to benefit more fully from major development programs, especially "big-ticket" projects undertaken by developing countries in the region.
- Help U.S. exporters overcome the time/distance factor in selling to the Far East, particularly through greater use of regional facilities and programs.

Discussion also centered on what the U.S. business community needs and exports from Washington and American Embassies abroad by way of support and assistance; and whether and how the U.S. officials can be more responsive to those needs in terms of business services offered; procedures for handling business correspondence and visitors; and coordination between Washington and overseas officers.

The conference produced a wide range of views and recommendations, not only in terms of what the U.S. Government can do, but the U.S. exporter as well, to increase sales to the Far East. These included the following:

- Ways in which the new and expanded export credit facilities recently made available might be used to the fullest to meet the continuing and growing credit competition in the region.
- Arrangements to ensure that the increasing number of Far Eastern regional headquarters of U.S. firms also are advised directly of any substantial trade loans throughout the area which may be of interest to them.
- Ways in which American businessmen participating in a trade show at the Tokyo, Sydney or Bangkok Trade Centers', or any other U.S. Government sponsored trade exhibit in one Far Eastern country might also be encouraged to follow up trade leads in other countries throughout the region.
- Ways in which American exporters could be provided with more information on how to sell in various Far Eastern markets as well as on what to sell there.

Heading the Washington contingent at the July 6-9 meeting, latest in a series covering various regions, was Acting Assistant Secretary of Commerce for Domestic and International Business Robert McLellan. Others included Eugene M. Braderman, Deputy Assistant Secretary of State for Commercial Affairs and Business Activities; Marinus van Gessel, Deputy Director, Commerce Department's Bureau of International Commerce (BIC); Robert E. Simpson, Director, Office of International Regional Economics, BIC; Eugene J. Kaplan, Director, Far Eastern Division, BIC; and Douglas Shackelford, Far East Representative, Export-Import Bank of the United States.

Commerce plans missions to sell pump, compressor, food processing equipment in six Latin countries

Two groups to leave in November—one for Argentina, Brazil, Venezuela; the other, for Colombia, Panama, and Costa Rica

Two specialized trade missions—in addition to those already announced—are being planned by the Commerce Department to sell products abroad this fall. Both are scheduled to go to Latin America in November.

The first to take off will be promoting the sale of pumps and compressors in Argentina, Brazil, and Venezuela; the second, food processing and packaging machinery in Colombia, Panama, and Costa Rica.

U.S. executives interested in participating in either of these missions are invited to apply.

Market for pumps, compressors

The group specializing in pumps, compressors, valves, and related equipment including such items as connectors and controls is to visit Caracas, Nov. 9-11; Sao Paulo, Nov. 12-17; and Buenos Aires, Nov. 18-20. Although manufacturers of simple pumps and compressors in all three of the target markets tend to exclude some imports, the growth of industrialization is requiring import of the more complex equipment.

In Brazil, expansion of the chemical and other processing industries appears to be the cause of vastly increased demand for such equipment. In Argentina the stimulation of petrochemical activity and expansion of oil production is creating new markets. Pumps and compressors are among Venezuela's chief imports from the United States.

Last April, the Commerce Department's first mission specializing in pumps and compressors went abroad—to Italy. The group, reporting after its return, estimated 12-month sales at $760,000. An agent was appointed; 11 were under negotiation.

Food processing machinery

The group specializing in food processing and packaging machinery is programmed for Bogota, Nov. 29-Dec. 2; Cali, Dec. 3-5; Medellin, Dec. 6-9; Panama City, Dec. 10-14; and San Jose, Dec. 15-16.

Although the extent of increased demand for food processing and packaging equipment in the target markets cannot be quantified, the trend for the future is certainly clear.

The Costa Rican economy is basically agricultural, and economic expansion will require increased processing of food. In Panama the government has expressed strong interest in expanded earning opportunities for the rural population. Simultaneously the land reform laws tend to push large landowners into more rapid use of land. The combination should result in more food processing. Agriculture is an important part of the economic development plans of Colombia and processed foods are slated to play a role in the dynamic export expansion program.

As recently as last June, the Commerce Department sent a mission specializing in food processing and packaging machinery to Mexico (see report, INTERNATIONAL COMMERCE, July 27). The group found lively interest among local industrialists in acquiring modern equipment. On-the-spot orders reached some $150,000, and the mission members projected sales in the next 12 months approaching $1 million.

Pay own expenses

A specialized mission consists of businessmen offering a range of products within a limited field. The members offer their own products and pay their own expenses; operating costs are paid by the Department of Commerce. The Department provides a trade specialist, who makes advance preparations in the target markets, and a senior official who serves as Mission Director. Each participant is given a full schedule of pre-arranged individual appointments with interested business prospects.

A recent mission member wrote, "I have never been able to develop a schedule even closly approaching the effectivness of the one arranged for the trade mission. From the standpoint of quality alone, it was amazing. But the beauty of it all was that these were truly interested executives able to make decisions for their concerns."

September deadlines

Executive of the U.S. firms manufacturing the products being promoted by these groups, or acting as export agents or export managers handling such products, are invited to participate. The deadline for formulation of the pumps and compressors mission is Sept. 15; for the food processing and packaging machinery mission, Sept. 30. These missions are limited to 10 participants. Write immediately: Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230, or telephone Larry Cozart, 202-967-2051.

Pumps and compressors and food processing and packaging equipment are among a half dozen U.S. product lines that the Department's Bureau of International Commerce believes have the highest export potential in the 70's. In Colombia, Panama, and the Central American Common Market of which Costa Rica is a member, the Bureau is surveying the market for food processing equipment; and in Brazil and Venezuela, pumps and compressors. Summary reports on the mission's findings will be issued in the Bureau's International Marketing Information Service, World Markets for U.S. Exports series, and announced in this magazine as they become available.

Fall specialized missions' recruitment progresses

Recruitment for the Commerce Department's fall specialized trade missions—those announced in *International Commerce* in June—is moving along briskly: Two of the six are tentatively complete; the others can accommodate additional members. The missions detailed in the accompanying article have not been announced previously.

The four missions for which membership is still open are: Agricultural development, to West Africa, in October; service industries, to South America, Oct. 19-31; advanced instrumentation, to Scandinavia, Nov. 2-18; and tourism equipment, to Austria, Nov. 7-21.

For information on where to apply, see individual listings in the schedule of U.S. overseas promotions, pages 29-33 of this issue.

XUM

July list of official trade actions includes House trade bill sessions, findings by Tariff Commision

President signed three duty suspension measures; Commerce, Labor certify firms, workers eligible for adjustment assistance

This article is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by the Bureau of International Commerce's Trade & Commercial Policy Division.

CONGRESS

Executive Sessions on the Trade Bill: The House Committee on Ways and Means sat in executive session throughout July to consider the Administrations's trade bill and other trade legislation, including the bills which would impose quotas on imports of textiles and shoes. The Committee was expected to report out a bill in early August, as this issue of INTERNATIONAL COMMERCE went to press.

Other Committee Hearings: In the last week of July the General Subcommittee on Labor of the House Committee on Education and Labor heard testimony on pending minimum wage legislation, including H.R. 17596 (see this column, June 15) which contains provisions to deal with the impact of imports on employment.

President George Meany of the AFL-CIO in a brief statement on these provisions suggested that the problem of imports should be treated under appropriate trade legislation and not in the context of a minimum wage law. Meany also testified that the provisions of the bill would be difficult to enforce.

The Subcommittee on Agriculture Research and General Legislation of the Senate Committee on Agriculture and Forestry held hearings on S. 3942 and S. 3987, bills to require thorough health and sanitary inspection of imported livestock products, and on S.Con. Res. 73 which would establish a joint committee to study and investigate the operations of the Federal Meat Inspection Act.

Late in the month the Subcommittee on Foreign Economic Policy of the Joint Economic Committee conducted hearings on international investment and multinational corporate operations. These hearings were the fourth set in the Subcommittee's investigation of foreign economic policy in the 1970's which was begun last December.

On July 24 the House Subcommittee on Mines and Mining of the Interior and Insular Affairs Committee held an executive session to consider the Subcommittee's proposed report on oil import tariff hearings.

Bills Introduced: At the end of July the total number of bills related to international trade introduced in this session of Congress stood at about 865 with the number of quota proposals at about 590. Only some 20 international trade type bills were submitted during the month of July, however. Eight of those were quota proposals for textiles, footwear, mink, electronics articles and iron and steel, and three were duty increase proposals on olives and stainless steel sheet, all similar or identical to bills previously introduced. A new commodity, sulfur, was added to the list of import quota proposals with the introduction of S. 4075 by Senator Russell Long (La.).

Two bills in addition to S. 4075 were submitted in the Senate during the month. S. 4117, by Senator Walter F. Mondale (Minn.) would make P.L. 480, the Food for Peace Program, permanent. The basic legislation for the program, which began in 1954, expires at the end of this year. S. 4120 was introduced by Senator Gaylord Nelson (Wis.) to protect public health and welfare by providing inspection of imported dairy products and requiring that such products comply with certain minimum standards of quality and wholesomeness. The bill would require foreign dairy farms and plants processing dairy commodities for U.S. consumption to meet the sanitary standards which the U.S. Department of Agriculture has set for domestic producers.

On the House side, Representative John W. Byrnes (Wis.) introduced H.R. 18392 which would provide export incentives by granting tax benefits for firms which qualify as domestic international sales corporations. The Administration has urged enactment of such a measure to help increase exports. H.R. 18506 by Representative James C. Corman (Calif.) would give the President the authority to eliminate duties on parts for aircraft and spacecraft in any trade agreement with Canada provided that at least three-fourths of U.S. imports of such parts were from Canada and provided that Canada assures comparative access for an article principally supplied to Canada by the United States. The bill would also give the President the authority to waive the usual staging requirements which provide that duties be reduced gradually over a specified number of years. H.R. 18450 by Rep. Edward R. Roybal (Calif.) and three cosponsors would amend section 641(a) of the Tariff Act of 1930 to prohibit granting customs brokers licenses to any corporation, association or partnership that is not majority-owned or controlled by citizens of the United States.

Miscellaneous House bills introduced during July included two which would prevent movement in interstate and foreign commerce of "sored" horses and a bill to require inspection of imported livestock products similar to those introduced in May.

Actions on Legislation: The House July 6 passed H.R. 17068, a bill to provide for partial exemption from duty for certain transportation vehicles manufactured or produced in the United States with the use of foreign components imported under importation bond. Conferees from the House and Senate agreed to a report on H.R. 14685, the bill to encourage increased travel to the United States. The Senate agreed to the Conference report on July 15, but the House rejected the report two days later by a vote of 207-174. The House Committee on Agriculture reconsidered and favorably reported with amendment H.R. 15560, a bill to amend the Federal Insecticide, Fungicide and Rodenticide Act to prohibit importation of certain agricultural commodities to which economic poisons have been applied.

On July 7 the Senate passed H.R. 17548, an act making appropriations for a number of executive agencies, commissions and offices. Among the numerous amendments by the Senate is the addition of a section which would prohibit the use of any appropriations made by the act for procurement of hand or measuring tools not produced in the United States or its possessions, except when the Administrator of the General Services Administration determines that procurement cannot be made from U.S. sources or except when procurement is made under certain existing armed services procurement regulations.

THE PRESIDENT

Bills Signed: The President signed into law three duty suspension bills: H.R. 17241, to continue to July 30, 1972 the existing duty suspension on certain forms of copper (P.L. 91-298); H.R. 14720, to continue to June 30, 1973 the existing duty suspension on manganese ore (P.L.91-

306); and H.R. 8512, to suspend for two years the duty on L-Dopa, a drug for the treatment of Parkinson's disease (P.L. 91-309).

Press Conference: In a press conference July 20, President Nixon stated that he would veto any trade bill which contains mandatory import quotas on products other than textiles. The President stated that attempts to work out a voluntary quota agreement on textiles with Japan and other nations had not been successful, and he noted that the textile industry, which employs one of every eight manufacturing workers in the United States, is of enormous importance to this country. Therefore, a legislated quota system for textiles is acceptable. However, a bill going beyond textiles to other commodities would set off an international trade war which would cost the United States more jobs than it would save since foreign markets would be closed to U.S. exports. Even more important, said the President, is the fact that quotas are highly inflationary.

Trade surplus gains, Commerce official says

The U.S. trade surplus for June, at $466 million, seasonally adjusted, was the largest monthly surplus in more than four years, according to Harold C. Passer, Assistant Secretary of Commerce for Economic Affairs. The average monthly surplus for the first half of the year, which is a more reliable indication of trade trends, also was improved—$266 million as compared with the $107 million average in 1969, Passer said.

For the first half of 1970, latest Census Bureau statistics show exports at an annual rate of $42.5 billion, 14% over the calendar 1969 total. Both agricultural and nonagricultural products were in strong demand. Although the first-half rise in imports was less than in exports, the 9% advance, to a rate of $39.3 billion, was surprisingly high in a sluggish domestic economy, he pointed out.

As U.S. commercial aircraft deliveries to foreign buyers in July-December are expected to be less than in the first half and as imports may advance more rapidly with the resumption of U.S. economic growth, he added, the second-half trade surplus is likely to be several hundred million dollars lower than in the first six months. The first-half 1970 figure was at an annual rate of $3.2 billion. By comparison, the 1969 surplus totaled $1.3 billion.

January-June U.S. foreign trade will be presented in detail by the Commerce Department's International Trade Analysis Division in an early issue of this magazine, after the Division has analyzed the Census Bureau data.

TARIFF COMMISSION

Decisions in Adjustment Assistance Petitions: The Tariff Commission has reported to the President its findings in three investigations of petitions by groups of workers for adjustment assistance. In the case initiated by the International Brotherhood of Electrical Workers on behalf of the production and maintenance workers, F. W. Sickles Division, General Instruments Corp., Chicopee, Mass., the Commission was equally divided 2-2 on the question of whether imports of certain electrical components and apparatus and allied products have increased in major part because of trade agreements concessions to such levels as to cause or threaten unemployment or underemployment.

The two Commissioners ruling in the negative (Leonard and Sutton) found that decreased employment resulted principally from the decision of the firm to manufacture abroad and not from increased imports. The two Commissioners who voted in the affirmative (Clubb and Moore) ruled that but for trade agreements concessions, imports would not have been nearly as great, and had imports not increased to such an extent, workers would not have become unemployed.

In the case concerning the production and maintenance workers of the Rockford, Ill. plant of Wood and Brooks Co., the Tariff Commission unanimously found that piano actions are, as a result in major part of trade agreements concessions, being imported into the United States in such increased quantities as to be the major cause of unemployment or underemployment of a significant number of workers.

The Commission also found unanimously that imports competitive with protective rubber and plastic footwear are not, as a result in major part of trade agreements concessions, being imported into the United States in such increased quantities as to cause unemployment or underemployment of a significant number of workers in the Mishawaka, Ind., plant of the Footwear Division of Uniroyal, the B. F. Goodrich Footwear Co. of Watertown, Mass., and the Servus Rubber Co., Footwear Division, Rock Island, Ill. The Commissioners based their findings on the fact that imports of protective footwear have not increased.

However, with respect to imports of plastic or rubber soled footwear with fabric uppers, the Commission was equally divided. On the negative side, one Commissioner (Sutton) found no increase of imports, while the other (Leonard), because of a different interpretation of "competitive" articles, found increased imports but not as a result in major part from trade agreements concessions. The two Commissioners finding in the affirmative (Clubb and Moore) contended that all types of inexpensive footwear are directly competitive with canvas footwear, imports have increased, duties have been greatly reduced, and had low-priced imports not been available in such increased quantities, plants would not have closed.

Copies of the public reports of these investigations are available from the Secretary, U.S. Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20436.

New Import Relief Investigation: On July 16 the Tariff Commission instituted, on request of the President, an investigation to determine whether men's and women's leather footwear are, as a result in major part of trade agreements concessions, being imported into the United States in such increased quantities as to cause or threaten serious injury to the domestic industry. The President requested the investigation following an interagency task force study of the footwear industry's problems. (See this column, July 13.)

This is the first escape clause investigation requested by the President and the 18th to be instituted under the Trade Expansion Act.

Report on Synthetic Organic Chemicals: The Tariff Commission on July 2 released its 52nd annual report, covering the year 1968, on production and sales of synthetic organic chemicals in the United States. Statistics, compiled from information supplied by more than 800 primary manufacturers, include data on individual chemicals for which production or sales in 1968 exceeded 1,000 pounds or for which sales exceeded $1,000. The report covers over 8,000 separate chemicals and chemical products, gives separate production and sales statistics for many of them, and includes a list of manufacturers for each item for which production and sales were reported. Statistics are also given on chemical raw materials, cyclic intermediates and finished synthetic organic chemicals and chemical products and on U.S. imports in 1968 of benzenoid intermediates, dyes medicinal chemicals and other finished benzenoid products.

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Copies of the report, entitled "Synthetic Organic Chemicals, U.S. Production and Sales, 1968," may be purchased at $2 each from the Superintendant of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

OTHER AGENCIES

Department of Labor—Certifications for Adjustment Assistance: The U.S. Department of Labor has certified as eligible for adjustment assistance the unemployed workers of the Story and Clark Piano Co., Grand Haven, Mich. and those whose jobs are threatened by imports of pianos. The certification follows a decision by the Tariff Commission that, as a result in major part of trade agreements concessions, pianos are being imported into the United States in such increased quantities as to cause or threaten serious injury to the domestic industry (see this column, Jan. 12), and a decision by the President that workers are eligible to apply for assistance on proof of injury from increased imports. The certification by the Labor Department applies to all workers who have lost or may lose their jobs at the Grand Haven plant after May 13, 1970. Approximately a dozen workers have been permanently laid off since that date, and all were on temporary leave without pay until an expected mid-summer reopening of the plant. At full capacity, the firm employs about 280 production workers.

The Trade Expansion Act of 1962 provides assistance in the form of cash readjustment allowances, job counseling, training and placement, and relocation allowances. Cash allowances are granted in an amount equal to 65% of the workers' average weekly wage but not exceeding 65% of the national average weekly wage in manufacturing. As of spring 1970 the maximum weekly benefit is $85. Payments may be made for 52 weeks, with 26 additional weeks if necessary for workers to complete training courses and 13 additional weeks for workers who were over 60 when separated from their jobs. To be eligible, a worker must have been employed at the Grand Haven plant for 6 of the 12 months prior to lay-off and must have been gainfully employed for half of the previous 3 years.

Commerce Department—Certifications for Adjustment Assistance: The Department of Commerce has announced that it has certified two firms eligible to apply for adjustment assistance as provided by the Trade Expansion Act of 1962. The firms are the Emil J. Paidar Co. of Chicago, Ill., a manufacturer of barber chairs and the Benson Shoe Co. of Lynn, Mass., a producer of women's dress shoes. Both certifications are the result of decisions by the President to extend assistance following evenly divided findings by the Tariff Commission on the question of whether, as a result in major part of concessions under trade agreements, imports had increased to such a level as to cause or threaten serious injury to the domestic firm or industry. (See this column, July 13, June 15, May 11.)

The first certification ever given to a firm since enactment of the Trade Expansion Act was announced last month by Secretary of Commerce Stans. That certification involved the Estey Piano Corp., of Union, N.J., and Bluffton, Ind. The three companies now certified are expected to submit to the Commerce Department assistance proposals which will contribute to their economic adjustment. The Trade Expansion Act provides that technical, financial and tax assistance may be given to eligible firms.

Also under consideration in the Department are other applications for certification from firms in the piano and flat glass industries.

Department of Justice—Antitrust Suit (boilers and pressure vessels): On July 22 the Department of Justice filed a suit against the American Society of Mechanical Engineers (ASME) and the National Board of Boiler and Pressure Vessel Inspectors alleging that their rules, regulations and activities have unreasonably restrained imports of foreign-made boilers and pressure vessels. The suit, filed in the U.S. District Court for the Southern District of New York, alleges that as early as 1949 the defendants combined to discriminate against and exclude from sale in the United States qualified boilers and pressure vessels manufactured outside the United States and Canada by arbitrarily and unreasonably refusing to authorize the use of ASME or National Board stamps of approval by foreign manufacturers and by refusing to register such boilers and pressure vessels. The stamp of approval is required by many states and industrial purchasers, and registration with the National Board facilitates moving the equipment from one state to another.

Annual sales of boilers and pressure tanks in the United States amount to more than $1 billion.

Special Trade Representative—Hearings on EEC-Tunisia-Morocco Trade Agreements: The Trade Information Committee of the President's Office of the Special Representative for Trade Negotiations will hold a public hearing on Aug. 18 on the European Common Market's preferential trade agreements with Tunisia and Morocco. This hearing was prompted by the concern of the California-Arizona Citrus League that the agreements are damaging U.S. citrus sales to the Common Market. The Common Market recently signed preferential trade agreements with Spain and Israel (see this column, July 13) and, it is understood, is negotiating ties with other countries which would provide for mutual and preferential tariff reductions.

Treasury Department — Countervailing Duty Proceedings (barley, sugar beet molasses): Upon receipt of a formal complaint, the Bureau of Customs on July 23 initiated an investigation under section 303 of the Tariff Act of 1930 to determine the payment of a bounty or grant in connection with any manufacture, production, or export of French barley and French sugar beet molasses. During the 30 days following notice in the *Federal Register*, the Bureau will consider any relevant data, views, or arguments submitted in writing to the Commissioner of Customs. If it is determined after the expiration of the time limit that a bounty or grant is being paid or bestowed, a special duty equal to the amount of the bounty or grant will be assessed on U.S. imports of French barley and sugar beet molasses.

Treasury Department—Dumping Cases (tuners, bicycles, synthetic rubber, door locks & latches): On July 15 the Treasury Department announced that imports from Japan of tuners used in consumer electronic products are being, and are likely to be, sold in the United States at less than fair value. Stereophonic tuners were excluded from the determination. The case is the first in which the Treasury applied its recently revised price assurance policy (see this column, June 15) and rejected assurances by Japanese exporters that no future sales would be made at less than fair value. The Tariff Commission has instituted an investigation to determine whether an industry in the United States is being, or is likely to be, injured or is prevented from being established by reason of the importation of such merchandise. Findings of both sales at less than fair value by the Treasury and of injury by the Tariff Commission are required before antidumping duties may be assessed. The Tariff Commission has scheduled public hearings for September 16. Imports of tuners from Japan in the period Jan. 1, 1968 through Oct. 30, 1969 were valued at about $10.5 million.

The Department has also announced its final determination that styrene-butadiene type of synthetic rubber from Italy is not being, nor likely to be, sold at less than fair value. A tentative determination to this effect was published on May 28.

The Bureau of Customs has initiated two new inquiries into complaints of sales at less than fair value, one concerning bicycles from West Germany, the other with respect to door locks and latches from Japan. Imports of bicycles from West Germany amounted to about $7.4 million between Jan. 1, 1969 and Feb. 28, 1970. Imports

of locks and latches from Japan were valued at about $472,000 in the period December 1969 through March 1970.

Treasury Department—Withholding of Appraisement: Japanese Ferrite Cores: Assistant Secretary of the Treasury Eugene T. Rossides announced on July 31 that the Bureau of Customs is instructing its Customs field officers to withhold appraisement of ferrite cores from Japan pending a determination as to whether this merchandise is being sold at less than fair value within the meaning of the Antidumping Act. This latter determination will be made within three months of the withholding of appraisement notice. Ferrite cores have various applications in the electronics industry, principally in the manufacture of radio tuners.

In the event of a determination of sales at less than fair value, the case would then be referred to the Tariff Commission for a determination of injury. If the Tariff Commission were to make such a determination, dumping duties would be assessable on all entries (effected after the date of withholding) of ferrite cores on which dumping margins exist.

During calendar year 1969, ferrite cores imports from Japan totaled approximately $700,000.

Treasury Department — Revision of Antidumping Regulations: The Treasury Department has put into effect a technical revision in the Customs antidumping regulations relating to confidentiality of information in order to eliminate any possible ambiguity. The revision, which amended section 153.23(c)(2) of the Customs Regulations, appeared in the *Federal Register* on June 30.

Treasury Department—Offshore Transactions: Office of Foreign Assets Control, Department of the Treasury, has amended the Transaction Control Regulations by adding a section providing a general license authorizing shipments of merchandise from specified foreign countries (Western Europe, Canada, Japan, Turkey) to certain scheduled destinations when the exporting country has authorized the shipment. The amendment was published in the *Federal Register* of July 1.

Department of Agriculture — Trade Data: The Department of Agriculture has issued a publication summarizing agricultural imports and exports by country for 1968 and 1969. Tables also contain data by commodity group and area. The publication, entitled "U.S. Foreign Agricultural Trade by Countries, Calendar Year 1969," may be obtained free of charge from the Division of Information, OMS, U.S. Department of Agriculture, Washington, D.C. 20250.

Office of Emergency Preparedness—Oil Import Allocations: Changes were announced on July 15 by George A. Lincoln, Director, Office of Emergency Preparedness, for historical oil allocations—those allocations made on the basis of 1957 import levels. First, Lincoln, chairman of the Oil Policy Committee, announced that the historical allocations of crude and unfinished oil imports will be terminated Jan. 1, 1971. Although the Oil Policy Committee had considered reducing to 20% for the last half of 1970 the 30% currently applied to allocations of crude oil imports under the Voluntary Oil Import Program, the Committee decided not to reduce such historical allocations this year, but to terminate them beginning next year.

In addition, Lincoln, speaking for the Oil Import Administration of the Department of the Interior, announced proposed rules to terminate on Jan. 1, 1971, historical allocations of finished oil products in Districts I-IV and District V.

INTERNATIONAL

European Communities Membership Negotiations: Membership negotiations between the European Communities and the United Kingdom, Ireland, Denmark and Norway were formally opened in Luxembourg on June 30. The European Communities' spokesman emphasized that the four applicants must accept the three treaties establishing the European Communities and decisions taken since they came into force; any necessary adjustments "must be sought in the establishment of transitional measures and not in changes in existing rules." The United Kingdom expressed support for a united Europe as being conducive to further economic growth and technological development and stated that it is prepared to accept the European Communities' treaties and subsequent decisions, subject to the resolution of the following problems: certain aspects of the Common Agricultural Policy, budgetary arrangements, and the United Kingdom relationship with certain Commonwealth members.

The meeting represented the ceremonial opening of negotiations with officials from the four applicant countries. The first ministerial negotiating session with the United Kingdom was held on July 21. Similar sessions with Ireland, Denmark and Norway will be held in late September.

Firm, licensees pool brainpower

"We cast our bread upon the waters and received a bakery in return." That's the way A. J. Raymond, of Allied Tube and Conduit Corp., Harvey, Ill., describes his firm's experience in licensing its process to overseas manufacturers.

In fact, Allied received such a wealth of process-improvement information from its overseas licensees that President Ted Krengel decided to create a continuing technical dialogue with them through annual research conferences. "This way we multiply our research staff in direct proportion to the number of companies to whom we grant a license," says Raymond.

He admits, "The first meeting of the clan is a lot like a newly married couple inviting all the in-laws over to the house for dinner. To avoid international heartburn, every course must be prepared in advance. Leave nothing to chance."

"A first and most important decision is site selection. Just because they're your licensees, don't limit yourself to holding the conference in your general office. They have no doubt toured your facilities many times during contractual negotiations, anyway."

Raymond visited each licensee eleven months before the conference to discuss with their management and research directors what project reports each would present. Project lists were drawn up for each company and mutually agreed upon. Research was assigned based on the needs and experience of the licensee.

Another important step is to make the host licensee jointly responsible for the success of the venture, according to Raymond, who also maintains that "One of the most important byproducts of the first meeting of licensees is that they get to know one another and get along together. So the social aspects should not be played down."

Allied's first conference spanned four days. During the two days allocated for technical seminars, twelve research papers were presented. Of these, three were delivered by Allied's research staff and nine by the licensees.

The afternoon session of the final day was used to announce 48 new research projects to be shared among the licensees and Allied. Reports on these projects will be presented at the second international conference in the spring of 1971.

Looking back on the first conference and planning the second, Raymond commented, "It was a real international brainstorming session."

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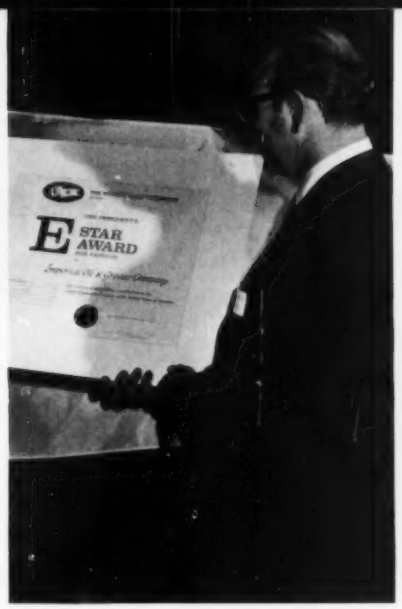

KANSAS CONGRESSMAN Larry Winn, Jr., above left, presents an "E" Star to Leonard Staples, president, H. D. Lee Co., right. Imperial Oil & Grease Co. president R. L. McVicar, center, displays his firm's new "E" Star, and on the right, Commerce Secretary Stans with H. Dieter Ochs of (Kwik Way) Cedar Rapids Engineering.

'E' flags hoisted by six firms

Six "E" and "E" Star awards were recently presented to American manufacturers in five states. Two firms receiving "E" awards were: Ameron, Monterey Park, Calif., maker of steel pipe and fabricated steel products, and (Kwik Way) Cedar Rapids Engineering Co., Cedar Rapids, Iowa, producer of engine reconditioning and brake service equipment. The "E" Star recipients were: The H. D. Lee Co., Inc., Shawnee Mission, Kan., clothing manufacturer; Imperial Oil and Grease Co., Los Angeles, maker of lubricating oil and grease; Markem Corp., Keene, N.H., printing equipment maker; and U.S. Electrical Motors, Milford, Conn., producer of motors and transmissions.

WINDS catch Ameron's new "E" flag, right, during ceremonies. Watching are Lee Collins, Southern California REEC Chairman, left, and Lawrence Tollenaere, Ameron president, center. Below left, an "E" Star flag is held by James Kelly, Hartford Field Office Director and John Selby, president, U.S. Electrical Motors. At lower right, Markem president David Putnam is at center of "E" Star ceremonial podium.

British medical equipment market target of December Center show

U.K. annually imports $72 million of medical engineering equipment; U.S. firms provide 31% of current market

U.S. manufacturers supply 31% of Britain's current $72 million annual imports of medical engineering equipment, and the demand for American products in this field is growing.

To help U.S. firms show their advanced products to British buyers, the U.S. Department of Commerce will sponsor an exhibition of medical engineering equipment at the U.S. Trade Center in London, Dec. 7-11.

Advanced medical equipment is needed in the United Kingdom to conserve expensive, highly skilled labor and to implement the National Health Service's hospital program.

Imports of medical equipment by the U.K. rose from $43 million in 1966 to $56 million in 1967 and $72 million in 1968. U.S. manufacturers are the leading suppliers in the fast-growing categories of electromedical apparatus and other electrical and electronic medical instruments.

U.S. promotions list

A listing of sales opportunities for U.S. firms in 16 U.S. commercial exhibitions, trade fairs, solo displays and trade missions and 27 shows at the eight U.S. Trade Centers is presented in this issue starting on page 29.

The Department's Bureau of International Commerce, which will stage the London Trade Center exhibition, made market studies in the U.K. to identify products having the highest demand. These products include:

► Equipment for intensive care units, particularly patient monitoring equipment; equipment for automating clinical laboratory procedures, particularly automatic multichannel analyzers; and computers for medical, administrative uses.

► Also, ultrasonic diagnostic equipment, lasers for medical use, readout and display equipment, pacemakers and other electronic prosthetic devices, dialyzing units, spectrophotometers, respirometers, chromatographs, scintillation scanning devices, infrared scanning devices, electronic bloodpressure machines, electroencephalographs, electrocardiographs.

U.S. exhibitors at previous Commerce exhibitions of medical equipment have registered substantial sales totals and have established important trade contacts.

Thirty-six U.S. participants ended a display of advanced medical equipment at the U.S. Trade Center in Paris May 11-15 with more than $65,447 in floor sales and $5.6 million in projected first-year sales.

At DIAGNOSTICA, an exhibition staged by the Frankfurt Trade Center staff at Karlsruhe, Germany in June 1969, the U.S. makers of advanced medical products made immediate sales of $252,000 and predicted additional sales of $1.9 million in the next year.

INTERMED '70, an exhibition of advanced medical and surgical equipment at the Stockholm Trade Center in November 1969, 33 U.S. exhibitors made floor sales of $129,000 and predicted first-year sales of $1.1 million. Seven agents were appointed and negotiations were started with 39 potential agents.

U.S. manufacturers of medical engineering equipment interested in the Commerce Department exhibition at the U.S. Trade Center in London, Dec. 7-11, may obtain an Exhibitors Export Market Guide, IMIS 70-27, and further information from the U.S. Department of Commerce, BIC-942, Washington, D.C. 20230 (202-967-3838) or from any Commerce Field Office.

Autumn Beirut home show open to American firms

American manufacturers are invited to participate in the Sixth Beirut Ideal Home Show, Nov. 17-23, at the Phoenicia Intercontinental Hotel in Beirut.

Products for display are: furniture and decoration items; household appliances and kitchen and plumbing apparatus; household articles ranging from china and soaps to maintenance and do-it-yourself aids; audio-visual equipment including radios, television, stereos and tape recorders; a food fair covering canned, frozen and prepared products; textiles, clothing, cosmetics, furs, leather accessories and jewelry; and musical instruments, hobby and sporting equipment.

For additional details on the Beirut Ideal Home Show, write: Joe Lill, Commercial Attache, American Embassy, Beirut, Lebanon.

Ghana's international trade fair seeks foreign exhibitors

An opportunity to benefit from sales and investment possibilities in Ghana and other African countries will be presented at the Second International Trade Fair in Accra, Feb. 1-14, 1971. Attendance at the first fair in 1968 was over one million.

On the first days the Fair will be open 10 a.m. to 1 p.m. for trade buyers exclusively. Exhibitors at the Fair will be entitled to about $25 of import licenses for each square foot of space rented.

Both covered stands and open area can be obtained for display of foreign products. Rent for the covered stands will be the Ghanaian currency equivalent of $3.92 per square foot. Open spaces rent for the equivalent of 98 cents per square foot. Exhibitors may construct their own pavilions subject to the approval of the Fair Architect. The fair is organized by the Ministry of Trade on behalf of the Government.

Information sheets giving more details about visas, utility rates, shipping services, customs and excise procedures, import licenses, hotel reservations, and other data are available from:

Ghana International Trade Fair, Ministry of Trade, P.O. Box M 47, Accra, Ghana (Telephone 75311 and 76614, telegram: MINTRADE);

Commercial Counselor, Trade and Investment Center, Ghana Consulate General, 565 Fifth Ave., New York, N.Y. 10017 (Telephone 212-YU6-0500);

Secretary for Trade Fair Matters, Embassy of Ghana, 2460 16th St. NW., Washington, D.C. 20009 (202-462-0761).

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Marine, shipbuilding equipment featured at Center in Frankfurt

June exhibition by 18 U.S. firms draws marine industry leaders

Equipment for marine and shipbuilding industries was shown June 8-12 at the U.S. showcase in Frankfurt by 18 American manufacturers and suppliers.

U.S. Ambassador to Germany Kenneth Rush paid his first visit to the Frankfurt Center and was joined by 111 qualified members of the marine industry.

A 2,000 hp marine engine was displayed by Avco Lycoming of New York. The firm expects $500,000 in business over the next 12 months. Avco's European sales manager reports good contacts made with competent company representatives and government agencies.

First year orders of $250,000 are indicated by James Catt representing the Satellite Navigation Division of Magnavox, Fort Wayne, Ind. For Johnson Rubber Co., Middlefield, Ohio, manufacturer of bearings, the exhibition produced an agent and the sale of one demountable rubber stave bearing. According to Larry Schwartz, Johnson's international marketing manager, negotiations for another agent are in progress and future orders totaling $10,000 are expected.

POWERFUL GAS TURBINES were on exhibit by Avco Lycoming Division in Frankfurt. Above, the TF-25, a 2,000-h.p. marine gas turbine, is explained by Avco's German representative. Below, nuts and bolts border the Hi-Shear Corp. desk while the company's marine separation system is the topic of discussion.

The show closed with $892,000 in 12-month business projected and numerous industry and government leads.

Challenge Cook Brothers, Inc., Industry, Calif.; Columbus McKinnon Corp., Tonowanda, N.Y.; Coppus Engineering Corp., Worcester, Mass.; Esso Chemical S.A., Kraainem, Belgium; Hankison Corp., Canonsburg, Pa.; Hi-Shear Corp., Torrence, Calif.; Jardine Enterprises, Levittown, Pa.; King Engineering Corp., Ann Arbor, Mich.; Moss-Coe International Corp., Valley Stream, N.Y.; Pall Corp., Glen Cove, N.Y.; Raychem Corp., Menlo Park, Calif.; Sigma Industries Inc., Menlo Park; Warren Pumps, Inc., Jersey City, N.J.; Western Marine Electronics, Seattle; Westinghouse Electric International Co., New York.

MARINE STEAM TURBINES by Coppus Engineering Corp. attracted customer attention at the recent Frankfurt Trade Center show. Coppus is a leading supplier of single-stage turbines and ventilators. On the right, a single-stage boiler feeder pump is viewed by the Consul General in Frankfurt James R. Johnstone, U.S. Ambassador to Germany Kenneth Rush, former Frankfurt Center Director Mario R. De Capua, and Warren Pump official J. F. Kenney.

OIL-FREE GAS COMPRESSORS by Corken Pump interest an Oriental visitor, above, as the Gray Tool display, below, is inspected. The exhibition by 50 U.S. firms drew a worldwide audience of 3,374.

ACHEMA '70 tops $7 million in sales for 50 American exhibitors in Germany

Chemical engineering show and congress in Frankfurt includes 31 U.S. firms signing or seeking representatives; audience of 3,374 registered

The 16th triennial ACHEMA Chemical Engineering Exhibition and Congress opened in Frankfurt June 17 and included a display by 50 American firms joined under Commerce Department sponsorship. At the close of the international eight-day event, U.S. participants reported $669,515 in book orders and estimated 12-month sales of $6.5 million.

Featuring measuring, recording and control equipment and instrumentaton, the U.S. display included 20 firms interested in contacting potential agents and distributors abroad. However, by the end of the show 31 exhibitors indicated they had signed or were still negotiating with European firms. A total of 36 contracts were concluded at the show and 116 agreements were under review. An audience of 3,374 registered.

Reporting $500,000 in orders anticipated in the next 12-month period was Electronic Associates Inc., West Long Branch, N.J. Showing data systems, an analog/hybrid computer and recorders, the firm also wrote $80,250 in book orders.

Three of the American firms participating in ACHEMA estimating $400,000 in orders over the next year were: Delta Scientific Corp., Lindenhurst, N.Y.; Corken Pump Co., Oklahoma City; Ingersol-Rand Co., Phillipsburg, N.J.

Delta officials reported receiving 1,000 sales leads during the show and also wrote $15,000 in orders on the floor. The firm mounted a display of water testing, analysis and telemetering and various meters.

Showing pumps, an oil-free compressor and small accessory items, Corken wrote $10,000 in confirmed orders and was negotiating with 10 candidates for representatives at the show's end. Ingersol-Rand exhibited its Centac compressor.

Following with $329,500 in estimated future orders and negotiating qualifications of four potential representatives was Precision Scientific Co. of Chicago. Preci-

PACE III, an analytical data system by Electronic Associates, Inc., was on display at ACHEMA. The system is applicable to gas chromatographs, mass spectrometers and other analytical instruments. EAI is forecasting $500,000.

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sion wrote $31,775 in show sales and exhibited its pollution test equipment.

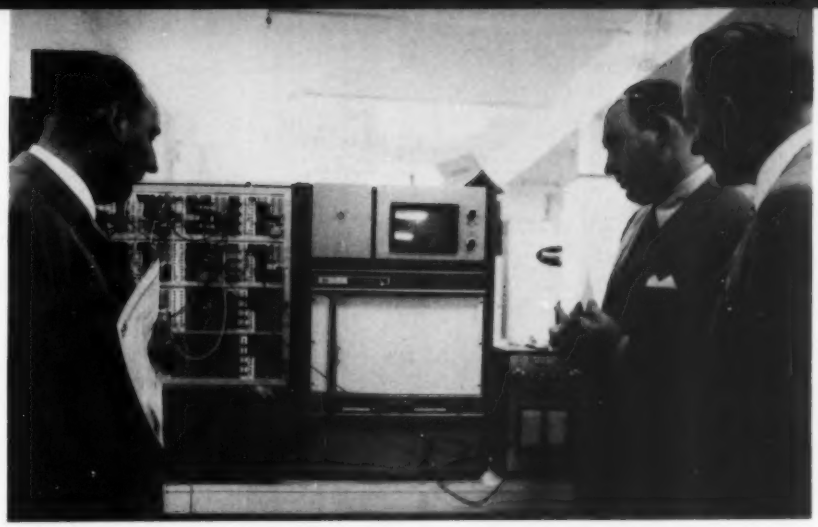
Other American companies topping the $200,000 in projected sales for the next 12-month period include: Electronic Modules Corp., Timonium, Md., with $250,000; Kenics Corp., Danvers, Mass., with $300,000; Seiscor, Division of Seismograph Services Corp., Tulsa, with $200,000, and Trans World Airlines, Inc., New York, also with $200,000.

U.S. participants

Other participants in the 16th ACHEMA were: Abcor, Inc., Cambridge, Mass.; American Machine & Foundry, Richmond; American Instrument Co., Inc., Silver Spring, Md.; American Standard, New York; Analytical Measurements, Inc., Chatham, N.J.; Bethlehem Apparatus Co., Inc., Hallertown, Pa.; Block Engineering, Inc., Cambridge; California Computer Products, Inc., Anaheim, Calif.; Canberra Industries, Meriden, Conn.; Cannon Instrument Co., State College, Pa.; Chemcon, Inc., Medfield, Mass.; Delevan Manufacturing Co., West Des Moines, Iowa; Ellison Instrument Division, Dietrich Standard Corp., New Buffalo, Mich.; Erdo Engineering Corp., Addison, Ill.; Finnigan Instruments Corp., Palo Alto, Calif.; Gray Tool Co., Houston; High Accuracy Products Corp., Claremont, Calif.; Hygrodynamics, Inc., Silver Spring; Infotronics Corp., Houston.

Infrared Controls & Systems, Inc., Covina, Calif.; Keithley Instruments, Inc., Cleveland; Keystone Engineering Co., Houston; Kontes Glass Co., Vineland, N.J.; Laboratory Equipment Corp., St. Joseph, Mich.; Leeds & Northrup Co. Inc., North Wales, Pa.; Leico Industries, Inc., New York; Luft Instruments, Inc., Lincoln, Mass.; J. D. Marshall, Chicago; Mast Development Co., Davenport, Iowa; Masten-Wright Corp., North Haven, Conn. representing Alnor Instrument Co., Chicago and Norcross Corp., Newton, Mass.; Samuel Moore & Co., Mantua, Ohio; Neptune Chemical Pump Co., Lansdale, Pa.; Photovolt Corp., New York; Scanivalve, Inc., San Diego; Schoeffel Instrument Co., Westwood, N.J.; Sonic Engineering Corp., Norwalk, Conn.; C. W. Stevens, Inc., Kennett Square, Pa.

Tracerlab Europe, Antwerp, Belgium; Wang Laboratories, Inc., Tewksbury, Mass.; Wilkens-Anderson Co., Chicago; World Automation, Inc., Fairport, N.Y. representing the following 15 American firms: Flame Sentry Industries, Dallas; Ionics, Inc., Watertown, Mass.; Kingmann-White, Inc., Placentia, Calif.; Major Engineering Co., Tulsa; Metrix Instrument Co., Houston; Ozonator Corp., Batavia, N.Y.; Process Analyzers, Inc., Houston; Scientific-Columbus, Inc., Columbus, Ohio; Solidstate Controls, Inc., Columbus; Systems Engineering & Manufacturing Co., Houston; Technology/Versatronics, Inc., Yellow Springs, Ohio; Telmar, Inc., Columbus; Transmation, Inc., Rochester, N.Y.; Universal Interloc, Inc., Santa Ana, Calif.; Waugh Controls Corp., Van Nuys, Calif.



COMPUTERS WERE PREVALENT AT ACHEMA '70. Above, an American company displays an analog computer for two fair visitors. Several U.S. firms are projecting approximately $400,000 or more in sales, including Delta Scientific Corp., Corken Pump Co., Ingersol–Rand Co., and with $500,000, EAI, above.

PEERING AT AN INDICATOR PANEL on an instrument shown by Laboratory Equipment Corp. for determining carbon, sulfur, oxygen, hydrogen and nitrogen is a Chemical industry business representative. On the right, a particle counter by High Accuracy Products is explained to an ACHEMA '70 visitor.

CHIANG MAI'S BUSINESS COMMUNITY in northern Thailand offered new opportunities for U.S. manufacturers. Above, two exhibition visitors question the Thai agent for Detroit Diesel about a generator.

OVER-THE-COUNTER SALES were reported by the Thai agent for Scott Paper Co. and Shulton, above. Pictured below is a representative of Nakhon Sawan's city governor inspecting a Carrier air conditioner.

Thai touring show has $700,000 return

Seventeen Thailand agents, representing 41 American firms, and the U.S. Trade Center in Bangkok recently took products to Northern Thailand in the Sixth Up-Country Touring Exhibition.

Three-day exhibitions were mounted in Chiang Mai and Nakhon Sawan, resulting in $20,638 in floor sales and $710,975 in estimated 12-month orders. The exhibitors reported that cosmetics and paper products generated the most floor sales.

Displaying hair preparations in the May 19-28 touring display was Helene Curtis Industries Inc., Chicago. The firm anticipates 12-month orders of $70,000. Also in cosmetics, Ar. Winrick Inc., New York, looks for $50,000.

Carrier International of Syracuse, N.Y. exhibited air conditioners and estimated sales in the next year to total $50,000, while General Motors Overseas Corp., New York, displayed a 75 kw. generating set and projected sales of $20,000.

Other American firms represented: Alco Controls Corp., St. Louis; American International Trading Co., Baltimore; American Photocopy Equipment, Evanston, Ill.; Amprobe Instrument, Lynbrook, N.Y.; Anaconda, Waterbury, Conn.; Armour Dial International, Inc., Chicago; Baker Brush Co., Inc., New York; Bendix-Westinghouse Automotive Air Brake Co., Elyria, Ohio; Blevins Popcorn Co., Nashville; Chrysler Corp., Dayton; Copeland Refrigeration Corp., Sidney, Ohio; Dripcut Starline Corp., Santa Barbara, Calif.; Eastman Kodak Co., Rochester, N.Y.; F. E. Myers & Brothers Co., Ashland, Ohio; The Gorman-Rupp Co., Mansfield, Ohio; Hobart Brothers Co., Troy, Ohio; Hupp Corp., Cleveland.

E. I. Du Pont Co., Freon Products Division, Wilmington, Del.; International Chemicals & Coating Co., South Orange, N.J.; Johnson Metal House, Inc., Waterbury; Kwikset Sales & Service Co., Anaheim, Calif.; Layne & Bowler Pumps, Inc., Memphis; Mueller Brass Co., Port Huron, Mich.; Robin Air Mfg. Corp., Montpelier, Ohio; Scott Paper Co., Philadelphia; Shulton Inc., New York; Sinclair Paint Co., Los Angeles; Sterling International, Philadelphia; Taylor Freezer, Rockton, Ill.; Tecumseh, Tecumseh, Mich.; Temprite Products Corp., Troy, Mich.; Union Carbide Corp., New York; United Floor Machines Co., Chicago; Virginia Chemical Inc., Portsmouth, Va.; Vitler International Corp., Milwaukee; Wolverine Western Corp., Newport Beach, Calif.

COMMERCE FACILITIES OVERSEAS have been reserved seven times for marketing efforts by William H. Wilbanks (at right in left-hand picture), president of a Hillsboro, Ore. ceramics firm, and 32 times by representatives of Wang Industries, a Tewkesbury, Mass. electronics producer.

Repeated use of Trade Centers (32, 7 times) pays off for smaller firms

Two modest-sized firms at opposite ends of the country make maximum use of U.S. Trade Center facilities to boost their overseas sales. William H. Wilbanks (shown above explaining his firm's products to business visitors at the London Trade Center), whose Hillsboro, Ore. firm makes ceramic products for the paper industry, says the Trade Centers provide "an inexpensive and effective way for a small company to explore and participate in an export market. Most small firms don't have an export manager or anyone else who is knowledgeable about exporting. Trade Centers help us fill the gap." Wilbanks will be exhibiting in its seventh Trade Center show when it takes part in an October event in Milan. At the other end of the country, Wang Industries of Tewksbury, Mass. (picture at right, above) has signed up to take part in its 32nd Trade Center Show or Commerce-sponsored exhibit at an international trade fair. Al Maria, export manager for Wang, says participating through Commerce sponsorship "takes away all the worry about small details. All we have to do is bring the equipment and provide personnel for the booth, and everything else is done for us. It is like having a built-in employee, in a way. Our man can take care of prospects instead of worrying about details. It also gives us a central location to display our products. We're a small firm and can't afford the sales force it would take to visit the prospective customers who are brought into the Trade Center. All our export promotion is through Government services, and they're available to anybody else."

Show will test Scandinavian auto, boat repair needs

U.S. Trade Center in Stockholm will host Dec. 7-12 exhibit

Sweden's booming automobile and boat markets are helping to spur increased Scandinavian demand for U.S. automotive and marine test, diagnostic, repair and maintenance equipment, as well as automobile and boat parts and accessories.

To help American manufacturers reach prospective Scandinavian buyers, the U.S. Department of Commerce will sponsor an exhibition of these products at the U.S. Trade Center for Scandinavia in Stockholm, Dec. 7-12.

Market research by the Department's Bureau of International Commerce, which will stage the exhibition, indicates that next year Sweden alone will spend about $15 million for automotive repair and test equipment.

By 1975, the Swedish automobile population is expected to increase to 3 million compared with 2.1 million at present, with commensurate gains in repair bills that now total over $400 million a year. In addition, adoption of state antipollution car exhaust controls, effective July 1970, have created strong immediate demand for engine emission analyzers.

Commerce market studies indicate that the following types of test and repair products have high sales potential in Scandinavia: engine analysis equipment, engine emission analyzers, ignition test equipment, dynamometers, wheel alignment testing apparatus, tire changing equipment (for all types of wheel rims), frame straighteners, steam cleaning and car washing equipment, tire recapping equipment, and boat engine test wheels.

Several months prior to the show opening, Commerce will launch a major market development campaign to identify buyers and potential agents and distributors and invite them to the Stockholm exhibition.

U.S. manufacturers of automotive and boat repair and test equipment, parts and accessories, interested in the exihibit may obtain further information from the U.S. Department of Commerce, BIC-946, Washington, D.C. 20230 (202-967-5751) or from any Commerce Field Office.

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REACHING FOR A LABELING MACHINE manufactured by Avery Label Co., an Avery official is about to begin an on-the-spot demonstration. Below, specialized tapes by Permacel are put to the test.

THE SOLUTION TO POLLUTION, a trash compactor by Trans-World Compactors, Inc., is inspected by a London official. PAKEX drew 31,000 visitors and featured exhibitors from 18 nations around the world.

U.S. exhibitors in PAKEX '70 expect $12.1 million in orders

Commerce-sponsored show at packaging fair features 29 firms making $1.4 million in floor sales; 6,047 businessmen registered

Trash compactors, machines designed to attack problems of garbage and rubbish disposal, attracted the most sales attention at the U.S. exhibition in PAKEX '70, an international packaging show in London, June 22-26.

A total of 29 U.S. firms participated under Commerce Department-sponsorship, writing $1.4 million in contracts at the promotion and estimating $12.1 million in follow-on sales over the next year.

Marketed as "The Solution to Pollution", the trash compactor is sold by Trans-World Compactors Corp., Falls Church, Va., and it reduces trash of all types into packaged bales for easier handling, collecting and storage. Orders totaling $34,000 were written at the show and $5 million in additional sales are anticipated in the next year. Two joint ventures for manufacturing were also finalized.

Trans-World is a newly created company established for the overseas sales of the compactor and was making its first appearance in exporting through the U.S. display in PAKEX.

In addition to top sales, 12 companies new on Britain's market scene each found their share of candidates for overseas representatives. Five contracts were completed prior to the show's end and negotiations with 66 other candidates were in progress. The U.S. exhibit area registered 6,047 buyers.

Orders for 280 pouch filling machines were placed with Dwyer Manufacturing of Ohio, Inc., accounting for $298,000 in off-the-floor sales and $330,000 in estimated first year orders. Headquartered in Toledo, Dwyer also had six new agency agreements under review.

Projecting $1 million in additional sales, Webtron Corp., Glenview, Ill., displayed a tag and label press, rewind inspection machine and optical plate mounter. Webtron wrote book orders of $272,000 during the promotion.

The Stone Container Corp. of Chicago exhibited high speed evacuated plastic packages and anticipates orders for the coming year of $335,000.

Other products displayed by American exhibitors included: conveyors, beverage filling plants, rip cap enclosures, self-ad-

hesive labels, automatic wrapping equipment, aerosol fillers and sealers, pneumatic nailers, cans, stencils and snack food packers.

PAKEX '70, the 11th in a series of triennial packaging shows in London, drew exhibitors from 18 nations and 31,000 visitors.

U.S. exhibitors

Members of the Commerce-sponsored exhibition were: Allen Quality Machinery, Division of Allen Fruit Co., Inc., Newberg, Ore.; American Flange & Manufacturing Co., Inc., New York; American Machine & Foundry, International Bakery Machine Export Division, Richmond, Va.; American Plywood Association, Tacoma, Wash.; Soabar Co., Division of Avery Products Corp., Philadelphia; Better Packages, Inc., New York; Burt Machinery Co., Baltimore, Md.; John Burton Machine Corp., Framingham, Mass.; J. B. Dove, Inc., Bluffton, Ind.; Fenway Machine Co., Inc., Philadelphia; The Kartridge Pak Co., Davenport, Iowa; Linker Machines, Inc., Newark, N.J.

Monaghan Associates, Warren, N.J.; Newcastle Co., Inc., New Castle, Pa.; Padlocker Machinery Co., Brooklyn, N.Y.; Paslode Co. of Signode Corp., Skokie, Ill.; Permacel, New Brunswick, N.J.; Printainer Corp., Norwalk, Ohio; Polytop Corp. Slatersville, R.I.; Rex International, Inc., Milwaukee; Shuttleworth Machinery Corp., Huntington, Ind.; Spraymation, Inc., Little Falls, N.J.; Tidland Corp., Camas, Wash.; Weber Marking Systems Inc., Arlington Heights, Ill.; The Woodman Co., Inc., Decatur, Ga.

AMERICAN AMBASSADOR TO THE UNITED KINGDOM Walter H. Annenberg, above, stops during his visit to the exhibition at the Kartridg Pak Co. booth and views aerosol filling equipment. Below, an automatic transfer decorator by Dennison International is in operation for several interested businessmen.

POTATO CHIPS are put through the Allen Quality Machinery chip-sizer for a British visitor, left, while an automatic nailing device by Paslode Co., right, is explained by L. T. Cowling to W. H. Frend, production director of Chapmans of Trowbridge. The June show in London attracted 31,000 visitors.

XUM

Expansion troubles Danes

Economic growth widens trade deficit; U.S. sales show dramatic rise

A strong economic expansion is aggravating the Danish trade and payments deficit. It is being accompanied by an accelerating rate of inflation of 6 to 7% annually. Industrial production, after a temporary slowing in the first quarter, is again expanding. Business anticipates increasing production, investment, and employment. Farm production is down slightly but returns are larger because of better prices.

The semi-annual Economic Trends Report from the U.S. Embassy in Copenhagen notes that American exports to Denmark have shown a very handsome improvement thus far in 1970 but at a rate which may be difficult to maintain. Last year's export developments were affected by reduced Danish fodder imports and U.S. exporters did not maintain their traditional share of Danish markets for industrial products. While there is little hope for early recovery of the fodder market in view of large domestic supplies and import restrictions on grain. U.S. exporters seem to have regained their earlier share of the industrial goods market.

The favorable prospects for the industrial chemicals market continue. The U.S. share of this market grew from 7.3 to 11.6% in the first quarter of 1970. American exports of plastics are also increasing. Danish importers had previously expressed their interest in buying when U.S. suppliers were able to deliver. Pharmaceuticals are stable.

U.S. share improves

The active investment climate benefits American machinery which improved its share of the growing market from 11 to 13%. Electrical equipment is also selling well. Leading Danish manufacturers complain of a short supply of electronic components. Danish imports of traditional American articles in the field of instruments, measuring devices, and related items have apparently been revitalized after a temporary slowdown, and the U.S. market share is back to 15%. The market for plywood building materials continues to expand. The relatively small American exports of wearing apparel (men's and boy's leisure wear) have doubled since last year.

The strong momentum of the current expansion resisted the various fiscal and monetary restrictions imposed but it seems likely that the economic climate will gradually cool. This is likely to be reflected initially in the consumer market. U.S. exports of consumer goods are limited and concentrate on products which are likely to sell reasonably well in a declining market. Thus, the impact on U.S. exports should be less than on Danish imports as a whole.

Best U.S. prospects

The following U.S. items appear to have a better than average chance to increase their sales in the Danish market: fruit and vegetables, industrial chemicals, plastic products, wood products (except furniture), non-electrical machinery, electrical machinery & equipment, wearing apparel, and instruments.

A slackening of building and construction is definitely anticipated this year from the abnormally high level of last year. A reversion to the more quiet pace of 1968 should still permit U.S. exports of selected materials at a rising rate. The increasing cost of building materials overall should improve the competitive position of U.S. products.

The current investment optimism within manufacturing seems to contradict both domestic and international trends. It may turn around rapidly if actual market developments prove less favorable than expected. The shortage of capital may also prove increasingly influential during the year and it is thus uncertain whether U.S. exporters of capital equipment will enjoy the present favorable market conditions for a prolonged period of time. Easy payment terms may become important for sales.

The resumption of Danish inflation at a rate exceeding that of most other countries is a major concern of the Danish Government but it offers comfort to U.S. exporters to the Danish market. The measures introduced by the Danes which favor domestic production (abolition of TVA differentials, payroll subsidies) are of such limited and temporary nature that their effect upon imports is expected to be largely psychological.

International policy

The Danish Government is making a concerted effort to control the economy and reach equilibrium in international payments, but this goal is not yet in sight. Denmark must rely upon capital imports for quite some time to balance its accounts. Part of the required foreign credit will be related to financing its growing import volume but additional borrowing in international markets will undoubtedly be required.

A few leaders have spoken out for an "active" or protectionist trade policy but the overwhelming majority of Danish economic leaders, in and out of government, advocate further trade liberalization as the best means to expand Danish exports. They follow closely any protectionist obstacles to such expansion. The current trade policy debate in the United States is extensively reported by press and trade journals and discussed at length in trade and government circles.

In agriculture, where Denmark has seen her major markets increasingly restricted, Danish hopes are hinged on eventual membership in the European Economic Community. Initial negotiations on entry of the four applicants are starting in September. The Nordic Economic Union, which was derailed by Finland's backing out at the last moment, remains shelved.

The Nordic concept retains strong support in many Danish circles, however, on both sentimental and commercial grounds. Ties of Scandinavian brotherhood are strong and Sweden is Denmark's second-largest trade partner (first in industrial goods). Denmark feels it can ill afford a continental European tie that cuts it off from the Swedish market. Danish membership in the European Community remains contingent upon Britain's entry because of the U.K.'s decisive importance as a market for its agricultural produce.

Building activity continued to expand in the first quarter of 1970 despite a 15% drop in home unit starts. Business construction starts went up 7% with a slight concentration in plant construction, and institutional building starts rose over 50%. This expansion must be viewed, however, against last year's boom with its 20% increase in new home starts and 15% expansion in business construction.

The income tax pause in connection with the introduction of the pay-as-you-earn (PAYE) system on Jan. 1 encouraged an unusually large inflow to the labor market in 1969. Industrial employment rose 5% and in the first quarter of 1970 was 4% over first quarter 1969. Reductions in working hours reduced the impact of this inflow, however, and 1970 thus far has shown only a small increase in total labor input.

Unemployment declined steadily throughout 1969 and in mid-1970 it is approaching the rock bottom 1965-66 level of 2% of the insured labor force, probably corresponding to 1% of the total labor force. Despite the continued transfer of farm labor to industry and some limited immigration of foreign workers, labor is becoming extremely scarce and labor shortages may curtail production growth beyond the anticipated 3 to 4%.

The consumer market remained surprisingly active during the first quarter of 1970. The anticipated slowdown did not materialize and not until March did the annual rate of expansion drop from 13 to 10% (including a 7% price increase). Food sales were up 12%, garments 10%, and other consumer goods, including durables, 17%, although automobile sales dropped 5%.

Everything going up

Relative price stability from 1968 to 1969 encouraged hope for curtailment of Denmark's chronic inflation. This hope ended abruptly in 1969 when pressures on domestic wages and prices were augmented by international price trends and the rate of inflation reverted to the previous 6% annual rate. Payroll earnings rose 13% in 1969, business earnings 11%, and prospects are for increases of almost the same magnitude in 1970. Prices of imported raw materials rose steadily throughout 1969 to a level 10% above the 1968 average. This development accelerated in 1970 when first quarter prices of raw materials exceeded the 1969 level by 8%.

April showed a slowing of the upward trend, however. Consequently, wholesale prices which had shown remarkable stability from 1966 to 1968 went up 7% during 1969 and 5% in the first quarter of 1970 alone. Contrary to previous years, the increase in import prices was slightly ahead of domestic prices.

Consumer prices also showed an accelerating trend. They are currently rising at an annual rate of 7%. Higher than average price increases were registered for foods (8-10%), personal services (8-11%), fuel and light (8%), and automobile operation (9%).

Industrial surge may slow

Industrial production rose by 15% in 1969, or three times the previous year's rate. It slowed down temporarily in the first quarter of 1970, when investment expanded less than anticipated, but gained momentum again in the second quarter. Some reduction in the rate of expansion is expected in 1970, reflecting a slowdown in the rate of export growth, reduced domestic demand related to the tax squeeze on consumers, and, later in the year, a reduced rate of investment.

While export growth fell off, domestic consumption remained surprisingly active in early 1970. Business remains rather optimistic, expecting further expansion of sales, production, employment, and investment.

The accelerating inflation which accompanied the strong expansion in 1969 and prospects of less favorable markets for vital Danish exports inspired the Danish Government to suggest voluntary income restraint measures with compensatory income tax relief next year. Danish labor immediately rejected the proposal, however, and the government countered by raising the TVA from 12.5 to 15% as of July 1, imposing price restrictions on services, and subsidizing part of the cost of the automatic wage escalation due next fall in order to reduce cost push.

Business was granted a similar temporary liquidity boost when the TVA was introduced in 1967 because this tax is remitted 50 days after the end of each quarter. The TVA increase on July 1, while hitting consumers immediately, will thus add to business working capital. The decision to harmonize the rates for imports and domestic goods will, on the other hand, deprive importers of the liquidity benefits which they enjoyed when the tax on imports was only 9% against the full 12.5% rate, but the loss is limited to the interval between the time of importation and the time of re-sale or tax settlement.

The Danish Central Bank did not intervene in the open bond market during the last year and the market remained weak despite a 15% reduction in nominal value of net issue. Deprived of central bank support, which ceased in the first quarter of 1969, the market had to absorb nearly 50% more securities, at market value, with a resultant depression of both bond and stock markets.

Banks which recently had to accept credit restrictions imposed by the Central Bank freezing total lending at the February level, fear that a liquidity squeeze will materialize later during the year. They are arguing for an easing of the reserve deposits requirements.

Nationwide interest rate agreements between banks were recently revised to raise maximum deposits interest to 9% on twelve-month accounts but the lending interest rate is unchanged from the level established in May 1969 (9.5 to 11.5%, ex. commission) when the discount rate was raised to 9%.

Effective bond interest rose steadily over the last year and the longer series are now all yielding between 10 and 11%.

Trade deficit widening

The current trend of foreign trade and payments is not favorable to Denmark. Imports continue climbing at an undiminished rate while export expansion has become more subdued. This resulted in a trade deficit in the first four months of 1970 of 2,800 million kroner, one billion higher than the same period last year. The overall deficit of 1,100 million kroner in the first quarter 1970 was almost double that of the first quarter of 1969. Increased commercial credit drawings and some limited government borrowing abroad held the loss of foreign exchange reserves to some 500 million kroner.

DENMARK'S INDUSTRIAL EXPORTS have expanded comparatively more than have those of other countries in recent years. Here, cargo is loaded for export at the port of Copenhagen.

XUM

Inflation may hit Norway

Economy appears to be headed for price instability after two years of balanced growth

The balanced progress prevailing in the Norwegian economy during the last couple of years is now, to all appearances, coming to an end. The economy is still basically healthy and moving ahead at a satisfactory rate of growth, but aggregate demand appears to be in the process of outstripping supply, thus creating conditions for inflationary pressures.

This new development does not, however, come as a surprise. The relative degree of stability experiencd in 1968-69 resulted primarily from a concurrence of temporary developments (moderate domestic investment activity, strong demand from abroad, favorable terms of trade, low net imports of shipping, and bountiful net freight earnings). These developments, taken together, brought about a consolidation of the Norwegian economy reflected in moderate increases in the domestic price level and substantial increases in the earning capacities of several major industries, including the pulp and paper industry. Norway's foreign exchange reserves rose to a record high of more than $1.3 billion at the end of 1969, an amount sufficient for six months of imports.

According to the semi-annual Economic Trends Report from the U.S. Embassy in Oslo, the strong demand from abroad will continue throughout 1970 and possibly well into 1971. Domestic demand for investments is rising, and consumer demand is almost certain to shift upward spurred by recently negotiated large wage/income increases. The labor market, particularly for skilled workers, is very tight.

Strong price pressures

Because a number of key industries are working at or close to capacity, and because significant expansion of industrial capacity cannot be expected in the near future, the domestic price level is likely to be exposed to strong upward pressures. Part of the excess demand will be directed toward imported goods, and import prices are also rising steeply.

The anticipated rise in Norway's import requirements, coupled with expected further increases in import prices from Norway's major European suppliers, should improve the competitive position of U.S. products and thus hold out prospects for increased sales of U.S. commodities in this country. It is too early to predict the 1970 agricultural crop. Growing conditions have so far reportedly been good in the major agricultural areas.

Sales of a wide variety of U.S. products for use on ships can be promoted at the 3rd International Shipping exhibition, Nor-Shipping '71, to be held in Oslo May 10-15, 1971. This is an excellent opportunity for U.S. manufacturers to show their products to Norwegian shipowners. It is the shipowners themselves who decide on the equipment that will be used on their ships. Norwegian shipowners have at present more than 7 million gross registered tons of shipping on order at domestic and foreign yards.

U.S. sales are rising

U.S. exports to Norway rose by 26% to a total of $94 million during the first four months of 1970. Increases were recorded for nearly all main categories of commodities. The most notable rises were registered for farm products (grains, fruits, and oilseeds), chemical compounds, machinery, transport equipment, and scientific and technical instruments.

Products that appear to offer the best prospects include: navigation equipment; deck machinery; galley and catering equipment; air conditioning equipment; cleaning equipment for passenger vessels, cargo vessels and tankers; rescue equipment; fire fighting equipment; automation instruments and equipment; anti-corrosion agents; cargo handling equipment; communications equipment; shipyard equipment; fresh water generators; pumps; equipment for LPG carriers; ship provisions and stores; and bed and table linens.

The recent oil strike has already brought about renewed interest in offshore oil exploration on the Norwegian continental shelf, as well as in the adjoining British areas. It is almost certain that oil drilling activities will be substantially expanded and it can be expected that purchases of helicopters will rise as the need for additional air transport service to the rigs will increase. Demand for drilling equipment and equipment for underwater geological surveys is also expected to rise. Oil drilling rigs in the Norwegian sector of the North Sea are being serviced from land bases in Southwest Norway.

The most comprehensive wage/price/income settlement that has ever taken place in this country has recently been concluded. Wages and salaries are estimated to increase by at least 17% to 18% over a two-year period, and farmers and fishermen will have their incomes raised by comparable amounts through increases in prices and subsidies. About half the increase in income for all groups is expected to take place during the current year.

The consumer price index (CPI) has jumped by 7.5% so far this year (May 15), but 5.8 percentage points of this rise are attributable to the introduction of the 20% value added tax (VAT) on Jan. 1, 1970. According to an official estimate the CPI will increase by another 10% over the two-year period covered by the wage/price/income settlements.

The Norwegian Central Bureau of Statistics assumes in its latest business survey that the anticipated price developments will not materially affect Norway's international competitiveness. Expected wage increases among European trading partners accounting for about two-thirds of Norway's foreign trade (Sweden, West Germany, United Kingdom, Denmark, France, and Italy) point toward future price hikes in these countries of at least the magnitude foreseen for Norwegian prices.

Total demand expanding

The VAT induced buying spree toward the end of last year (fourth quarter 1969 volume of retail trade up 17% over the corresponding 1968 period) has strongly affected consumer demand so far this year. Except for food (up 0.2%) and textiles and clothing (down 6.2%), no commodity breakdown has been published, but indications are that sales of consumer durables contracted substantially during the first months of this year. Sales of passenger cars were thus only 22,800 in January-May, or 60% of the corresponding 1969 level. Indications are that consumer demand has started to shift upwards, and the wage settlement recently concluded is likely to bring about further increases

during the fall months. A substantial part of the new consumer demand will be directed toward imports.

Following two years of moderate investment activity, businessmen are now raising their sights for capital spending. The Ministry of Industry now projects a 20% increase in investments in manufacturing industries, hydroelectric power development, and mining in 1970. The revival of the investment activity is supported by the most recent order statistics. The industry assumed to give the best indication of shifts in investment activity —the iron and metal industry, primary iron and metals and shipyards excluded —reported an 18% increase in domestic orders during the first quarter of the year. At the end of March the backlog of orders in this industry was nearly 50% higher than one year earlier. Investments in housing are planned to increase by nearly 10% to 36,000 dwelling units completed in 1970.

Strong demand from abroad is expected during the second half of this year and possibly well into 1971 because of the high level of economic activity among Norway's major European trading partners. First quarter orders from abroad rose by one-third over January-March 1969, and export orders on hand at the end of March this year were practically doubled, compared with the level one year earlier.

The upswing in the industrial production reported in the last Trends Report continues following a power shortage induced slowdown in the winter months. The labor market is very tight, particularly in regard to skilled workers. At the end of May, unemployment was down to a record low of only 0.5% of the total working force, while employment vacancies were rising. Norway has, however, large untapped resources of female labor in that the percentage of married women holding jobs is lower than in most other industrialized countries.

High capacity utilization is especially pronounced in some of the traditional export industries (pulp and paper, primary iron and metals and mining). Acknowledging the limited production potential of these industries, the Norwegian Government's Revised National Economic Budget 1970 (RNEB, 1970) contends that industrial production and export developments will primarily depend on marketing conditions for more highly processed products.

Prospects for agricultural production this season are good in spite of a two-three week delay in the spring soil preparation and persistent drought in the Southeastern districts. Yields from major fisheries, notably the capelin and cod fisheries, have been rich so far this year, and fish exporters are currently operating in sellers markets for most of their products.

NORWAY PRODUCES THIS FLOATING AGGREGATE which encloses spilled oil, separates it from the water surface, and recovers the water-free oil into tanks. Separation is achieved by the flotation principle.

High hopes have been raised in Norway following the announcement of an oil strike in the Norwegian sector of the North Sea continental shelf. The direct economic effects for Norway of the oil/gas deposits so far established seem limited. Royalties accruing to the Treasury from an eventual commercial exploitation appear at best to amount to a small percentage of the country's current fiscal budget.

Prospects for the longer run are, however, more promising. Norwegian jurisdictional claims in the North Sea and Atlantic parts of the continental shelf are extensive. The Norwegian continental shelf has sedimentary layers of such thickness that other major oil/gas deposits are likely, according to geologists. A new national off-shore natural resources policy has recently been announced. Its main objective is to increase national control of further prospecting for and exploitation of off-shore natural resources, particularly in the areas north of the 62nd parallel.

Imports high and rising

Norway's external economy, as reflected in the balance of payments, showed a current account deficit of $21 million in January-April, compared with a $110 million surplus in the corresponding 1969 period. The most recent official estimate (RNEB 1970) puts the total 1970 deficit at $200 million, which would represent a deterioration of $285 million compared with 1969. The shift is expected to be accounted for mainly by stepped-up deliveries of ships from abroad, and a widening commodity trade gap.

Commodity imports for January-May rose by $263 million, or about 20% over the corresponding 1969 period. No definite pattern can as yet be discerned in the composition of the imports, but judged by the inventory index, stocks of imported goods, which had been reduced to very low levels at the end of 1969, are in the process of being rebuilt.

Exports rose by $115 million, or by about 10% in January-May. The rise was mainly accounted for by the higher prices of several export products; notably pulp and paper, minerals and metals and processed fish products.

Anti-inflation pledge

In its RNEB, 1970, the Government points to growing inflationary pressure, and announces its intention to keep total demand under control. Such control appears so far to be limited to the monetary field. Reserve requirements of the commercial banks will be raised by one percentage point (to 13%) on Aug. 1, and by another percentage point on Sept. 10. The Ministry of Finance has indicated the possibility of further restrictive credit measures, including raising the savings banks' reserve requirements, as the situation may warrant.

The private banking system has exceeded the desired limits for credit extensions assumed in the government's 1970 budget and credit demand is rising because of mounting investment activity. The 1970 fiscal budget is strongly inflationary, partly as a result of deferred tax payments in connection with the 1970 tax reform. The Government has so far shown no inclination to try to combat inflation through the means of fiscal restraint.

XUM

Jamaica scores gains in mining and construction, but slow going in other areas limits expansion

Problems include persistent decline in agriculture, inflation, trade deficit, skilled labor shortage; spotty showing to continue

A combination of factors continues to produce spotty economic results in Jamaica, but the overall balance in 1969 was still slightly on the plus side, as in 1968. Two major new elements in 1969 were a substantial jump in consumer prices to an inflationary level, and, as a partial consequence, a $13.8 million balance of payments deficit, the first since 1965.

The annual Economic Trends Report from the U.S. Embassy in Kingston goes on to state that gross national product increased by 9.8% (at current prices) to $1,063.8 million, the first time it has surpassed the billion dollar mark at the devalued rate, but, in real terms, inflation on the order of 7% to 8% erased most of the gain. Per capita GNP rose 8.3% to $548 (vs. $506 in 1968). Principal contributors to GNP were manufacturing (14.6%), distribution (13.6%), construction (12.9%), mining (11.6%), government (9.3%) and agriculture (9.0%).

The whole question of foreign investment is under close scrutiny. The Government is obviously aware of the importance of foreign capital to Jamaica's development and is anxious to maintain an attractive investment climate. But, increasingly, foreign investors will find themselves required to take in local partners. The Government's policy is clearly one of spreading ownership of all companies operating in Jamaica to as many Jamaican hands as possible.

New tax measures introduced

New tax measures are certain to have an effect on American firms and personnel resident here. One proposal calls for any foreigner resident and working in Jamaica to pay Jamaican income tax on his entire salary, regardless of where it is paid. Other tax measures being introduced are designed to encourage widespread local equity participation. A transfer tax on land and equities, a non-development tax, and a licensing program to end land speculation by foreigners have all been announced.

The climate for U.S. investment is mixed, enhanced on the one hand by new opportunities in an expanded Carifta market but clouded at the same time by skilled labor shortages and questions of equity structure. There still are profitable investment opportunities in Jamaica, but care must be exercised from the start. Most of all, the prospective investor must recognize that the absence of trained personnel at all levels is certain to make operating here a frequently difficult task.

Internationally, Jamaica in 1969 experienced her first complete year as a member of Carifta, the Caribbean Free Trade Association joined the Organization of American States, thus opening the door to soft loans from the Inter-American Development Bank; and became a member of the Caribbean Development Bank. Domestically, Jamaica witnessed a marked decline in the trade union difficulties of 1968, and, despite continued unemployment of 20-25% and wide income discrepancies, remained completely calm in the wake of civil disorders which hit her Carifta trading partner, Trinidad, in the spring of 1970.

The outlook for 1970-71, like the performance in 1969, is mixed. On the plus side, increased alumina shipments and investment in alumina facilities should add measurably to the inflow of foreign exchange; Carifta trade will probably continue to improve; and construction in new tourist facilities, largely convention hotels, will increase.

Liabilities will probably center on the persistent decline in agriculture; the possibility of national elections during the period with their usual accompanying disruption of the economy; the continuing increase in consumer prices, in part because of rising import costs; and a still further jump in the trade deficit. A question mark is tourism, hurt by economic uncertainty in the United States and reduced air fares to Europe.

Worse than it seems

As gloomy as Jamaica's trade picture appears—and a $187 million deficit, up 13.5% over 1968 is hardly a happy picture—the figures actually understate the situation. Bauxite and alumina, which in 1969 accounted for $142.3 million or 55.5% of total exports, are assigned arbitrary market prices and do not result in payments to Jamaica in the amount shown as exported.

The high level of imports was, of course, the principal villain in Jamaica's first balance of payments deficit in four years, but government foreign exchange reserves remain healthy ($177.5 million as of Apr. 30, 1970) and there is no cause for alarm at present.

Of Jamaica's imports 36% were consumer goods, including 13% in food, 27% were raw materials, and 37% were capital goods of which 10% were construction materials, 9% transport equipment, and 18% other machinery and equipment. A further breakdown shows large imports of meat, cereals, dairy products, mineral fuels and lubricants, chemicals, paper products, textiles, base metals, metal manufactures, and electrical and non-electrical machinery. Principal exports consisted of bauxite and alumina 55.5%, sugar and sugar products 15.4%, manufactured goods 10.7%, and bananas 5.9%.

With sales of $185.4 million (CIF), the United States increased its share of the Jamaican market from 38.5% in 1968 to 41.8% in 1969. The United Kingdom captured 20.9% and Canada 9.5% of the same market.

Abundant opportunities

With a high level of construction due to continue for at least the next two to three years and with the apparently insatiable Jamaican appetite for imports, the island should remain an excellent and growing market for U.S. goods. However, increasing U.S. costs and longer delivery times are both subject to numerous complaints by Jamaican businessmen.

While U.S. exports to Jamaica should rise in absolute terms in 1970, it is unlikely that the U.S. share of the market will increase at the same high rate as in 1969. Opportunities for American exporters remain excellent in certain food products, chemicals, hotel equipment, and all kinds of machinery including electrical, non-electrical, and construction.

JAMAICA'S MINISTER OF TRADE AND INDUSTRY, Robert C. Lightbourne, recently assured members of the Jamaican-American Chamber of Commerce in New York of his country's continuing interest in U.S. trade and investment.

In 1969, thanks both to increased bauxite production and to the new 950,000 ton capacity Alpart alumina facilities (a consortium of Kaiser, Reynolds, and Anaconda), contribution of mining to GDP rose to 11.6% from 9.6%, or to approximately $114 million in total value. Nineteen hundred and seventy will see a substantial increase in alumina output from the 1,138,000 tons produced in 1969 by Alcan and Alpart. Construction is proceeding on smaller alumina facilities for Alcoa and Revere (initially 440,000 and 200,000 tons per years respectively), but neither will be in production before 1971 at the earliest. Wage contracts in the industry expire in November 1970, and the new settlements when reached seem certain to be inflationary, given present rivalry between the two major trade unions.

Tourism a question mark

Tourism remains the big question mark. On the one hand there is an enormous amount of new investment under way or on the drawing boards, but at the same time the industry saw a noticeable decline in growth during 1969 to 6.2% (excel. Armed Forces) from 16.2% during 1968. Economic problems in the United States (which furnishes some 78% of Jamaica's tourists) and cheap air fares to Europe combine to cast some long shadows on the short run future picture. For the first 4 months of 1970 visitors increased only 3.6%.

During 1969 hotel and other tourist accommodations expanded 13.8% and an even more rapid rate of growth is expected over 1970. Among the well-known newcomers to Jamaica are Holiday Inn, Intercontinental, Pegasus, and Skyline. There is also a growing interest in cottage facilities.

Agriculture continued its unfortunate decline throughout 1969 with a 3.5% drop in contribution to GNP and a 5% decline in the value of exports. The establishment in early 1969 of a second agricultural ministry, the Ministry of Rural Land Development, and of 13 land authorities, plus the probable authorization by the Inter-American Development Bank of a $9 million credit for small to medium farmers probably will have little impact on the agricultural sector in 1970-71. In crop year 1969 production of sugar, Jamaica's principal agricultural commodity, fell to 360,000 tons from 456,000 in 1968, and estimates as of June 1970 set 1970 crop production at only 397,000 tons, still far below the average for 1965-68.

Manufacturing sector active

Manufacturing and processing continued to be the largest contributor to GDP. Tax incentives of up to 15 years and import protection for local manufacturers are still available to investors here. These programs are administered by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston. Among the American firms operating in Jamaica are a number of garment manufacturers, Esso, Goodyear, Texaco, IBM, ITT, General Cigar, Johnson and Johnson, and the bauxite companies: Kaiser, Reynolds, Alcoa, Revere, and Alpart.

The shortages of skilled people in all sectors and at all levels can only be described as a major problem in Jamaica. Despite an unemployment rate of 20-25%, many skilled jobs go unfilled.

Emigration, largely to the United States, is partly to blame, as is an economy which has simply expanded faster than its limited training and educational facilities. The Civil Service has been particularly hard hit. The 1970-71 budget introduced pay increases for the civil service and announced plans for a considerable expansion of technical training facilities, but the problem will probably worsen for some time before showing any signs of improvement.

Credit remained tight through much of 1969 and into 1970 with the prime interest rate held at the low rate of 8%. In November 1969 the Bank of Jamaica imposed borrowing restrictions, principally on foreign firms, which already are limited to borrowing 50% of their invested capital, but also designed to cut down on imports of certain consumer durables.

Despite the $13.8 million balance of payments deficit and the ever increasing trade deficit, there appears at present to be no threat of any new foreign exchange controls to affect the existing liberal system nor any likelihood of devaluation.

U.S. banks in Jamaica now include First National City Bank of New York, Citizens and Southern of Atlanta (Jamaica Citizens Bank), First National Bank of Chicago and Continental Illinois, the latter as an investment bank only. Chase Manhattan and Bank of America are considering opening operations here sometime in 1971.

In June 1970 the Government presented a $300 million budget which will be financed in part by $53 million in loans, including $11.7 million from abroad.

Jamaica in 1969 completed its first full year of membership in Carifta, the Caribbean Free Trade Association. The results were promising, including a trade surplus of $3 million, but Jamaica's Carifta trade still represents only 2.1% of her trade worldwide. Carifta member countries offer duty-free entry for most of each other's exports, providing 50% of the export value was added to the product within the Carifta area. With a total Carifta population of about 4 million, or twice Jamaica's, a number of foreign firms are now taking a second look at the economic feasibility of manufacturing somewhere in the Carifta area.

Nigerian State of Kano issues investment guide

The Ministry of Economic Planning of the Kano State, one of Nigeria's 12 federal units, published in May of this year a comprehensive brochure, "Industrialization of Kano State—A Guide to Investors."

The publication provides detailed descriptions of transport and industrial infrastructure, average labor wages, unit power and water costs, and leasing arrangements as well as brief background information on climate, size, and demographic factors. Sections have been included on tariff and customs legislation, currency regulations, possible sources of financing and governmental services.

One-half of the 56-page pamphlet is devoted to identified investment opportunities by industry and occasionally by product, a review of recent industrial development, and a tabular presentation of companies established in Kano by name, product, equity capital and current annual output.

Copies can be obtained from the Ministry of Information Publication, Kano State, Nigeria. Air dispatch may be requested.

XUM

Japan expects overall industrial growth of 12.4% per year through 1975; import gains to spur rise

Ministry of International Trade and Industry report predicts lower growth rates, but still higher than other industrial nations

Japan's Ministry of International Trade and Industry (MITI) has issued a report on the nation's industrial outlook for fiscal year 1975. This forecast is in accord with the New Economic and Social Development Plan covering 1970-75 recently published by the Economic Planning Agency. The report presents brief narrative and statistical analyses for major industries and is indicative of future trends and patterns of demand and imports in the five years to come.

The salient features of MITI's industrial outlook are as follows:

Overall industrial (mining and manufacturing) production will increase at an annual rate of 12.4% to 392 (fiscal 1965 =100) in fiscal 1975, or more than double the fiscal 1969 level of 194. (Fiscal years are used throughout the report). The overall annual growth rate will be lower than the 14% recorded in 1962-68, but it will be higher than those expected in other industrial countries.

In order to achieve such rapid industrial expansion, Japanese industries will have to expedite their technological progress and internationalization, and tackle such problems as labor shortage, industrial location, raw material requirements and environmental pollution.

The output of machinery, non-ferrous metals and chemicals will continue to gain substantially. As a result, by 1975 the heavy and chemical industrial production will account for 72.9% of Japan's total industrial output, compared with 69.2% in 1969 and 58.2% in 1963.

Japan will depend more heavily upon exports, machinery in particular. On the other hand, imports of crude petroleum, iron ore, bauxite and other raw materials will further increase.

Japan now ranks first in shipbuilding and motorcycle production; it will remain a leading producer of iron and steel, aluminum, automobiles, synthetic fibres, petroleum products and paper.

In addition to aircraft and housing and information industries, which are now rapidly expanding, new industries relating to nuclear power, ocean development and space exploration will develop.

Power generation

By 1975 power consumption will increase to 1.9 times the 1969 level, reflecting steady development of the machinery and other major industries as well as an increase in ownership of color-television sets, room-coolers and other household appliances. In order to meet the increasing power demand, it will be necessary to construct additional generating facilities totaling 56,940,000 kilowatts (hydroelectric 5,660,000 kw., thermal 43,120,000 kw. and nuclear 8,160,000 kw.) or more than the existing facilities amounting to 51,840,000 kw. Efforts to secure low-sulfur petroleum to lessen air pollution and nuclear fuels will continue.

Iron and steel

There are many unstable factors affecting the demand and supply of steel. The crude steel output will rise roughly to 150 million tons in 1975, or 1.7 times the 1969 level. Stable supplies of overseas iron ore and coking coal will be most important.

Non-ferrous metals

Non-ferrous metals output will increase at the highest rate (14.8% annually) among major industrial products. The 1975 output will be 2.3 times the 1969 output. The production of rolled aluminum products such as window-sashes, curtain-walls and other building materials, power transmission cables, and those for constructing bridges and rolling stock will lead the way in this category, rising 3.7 times.

By 1975 the production of electrolytic copper will double, as the demand for copper wires and cables and copper parts for central heating facilities increases. Japan now imports 70% of its total copper ore consumption, and the percentage will rise further in years to come.

Machinery

The annual increase in the rate of machinery output will decine from 18.5% in 1962-68 to 14% in the five years to come due largely to relatively high level of domestic ownership of automobiles and household appliances as well as a decline in the rate of increase in shipbuilding. However, the growth rate will be second only to non-ferrous metals among major industrial products. By 1975 machinery output will account for 44.1% of Japan's total industrial production.

A rapid increase is expected in the production of construction machinery (tractors and crushers), chemical machinery, and petrochemical machinery in particular, some of which are designed for pollution control. Other big gainers will be heavy electrical machinery for power generation, labor-saving metalworking machinery with numerical-control systems, hydraulic machinery, measuring machines, electronic equipment for information and other industries, communciation equipment, electronic parts and business machines, electronic computers and copying machines in particular. Also, the production of nuclear power equipment, aircraft and equipment required for ocean development and space exploration will further increase.

While the production of air-conditioners and room-coolers for household and automobile use will increase, that of color television sets will not show as much increase as in the past. The production of digital computers will increase 4.5 times the 1969 level. The production of lift-trucks will continue to grow rapidly, but that of automobiles and bicycles and shipbuilding will not show much increase. By 1975 automobile production will increase 1.5 times to 7.3 million units (annual increase 7.1%), and Japan will remain the second largest automobile producer, after the United States. The production of cameras and watches will steadily gain, supported by strong domestic and export demand.

Petroleum products

Consumption of petroleum fuels will increase from 180 million kilolitres in 1969 to well over 300 million in 1975. The production of naphtha will continue

to rise at the highest annual rate (15%), reflecting the increasing production of ethylene. Heavy oil production will also continue to rise substantially, keeping pace with the expanding mining and manufacturing output.

Chemicals

Chemical production will have the third highest rate of increase (13.6% annually) and its index will reach 404 in 1975 (1965=100). Petrochemical production will play a leading role in increasing overall chemical output. Petrochemicals have gained 36% annually over the past six years, and will continue to rise over 17% annually in the five years to come. It will be necessary to construct five or six new 500,000-ton plants to produce the 6.6 million tons of ethylene estimated to be needed by 1975. The reason for such a sharp increase in petrochemical output is that petrochemicals increasingly replace steel, non-ferrous metals, wood, rubber and textile materials; and the development of new products is also expected.

Among new petrochemical products, synthetic paper and synthetic lumber will be most important, as lumber is Japan's second largest import item.

Japan's petrochemical industry in 1975 is expected to reach the 1968 level of the U.S. petrochemical industry in terms of ethylene production, which amounted to 7.5 million tons at the end of 1968.

Ceramic and stone products

By 1975, Japan will produce 80 million tons of cement and will be the second largest cement producer after the Soviet Union. The production of sheet glass will gain by 10.4% annually. The demand for heat-absorbing sheet glass will increase. The production of polished sheet glass, ceramic building materials, fire-bricks, solid electrodes and abrasive stones will also gain.

Paper and pulp

Paper production will rise 9.2% annually, as compared with 8.6% in 1962-68, passing ten million tons by 1975. Paperboard production will total 10.7 million tons by 1975. Per-capita paper consumption in Japan will rise to 190 kilograms, compared with 1968 levels of 243 kg. in the United States, 168 kg. in Sweden and 167 kg. in Canada. Increased demand for lumber will have to be met by imports. So far Japan has imported lumber for making pulp mainly from Siberia and chips from the United States, but it will become necessary for Japan to import chips and lumber from Southeast Asia and chips from Siberia as well.

Textiles

Japan's textile industry is losing its relative importance as its heavy and chemical industries rapidly expand. The growth rate of textile production will fall from 14% in 1962-68 to 8.5% in 1970-75.

The output of natural fiber (cotton, wool, and other materials) textiles will not show much increase, but production of synthetic fiber textiles will double in the five years to come; and in 1975 it will exceed the present U.S. synthetic fiber output of 1,670,000 tons.

Austria cuts duties on several imports

Turnover tax rates on others reduced; in effect until Dec. 31

The Austrian Government reduced import duties on some 40 items on July 1 as part of measures taken to hold down domestic prices following revaluation of the German Mark in the fall of 1969. Duty reductions made last Nov. 15 on some 70 items scheduled to terminate on July 1 were extended. (See INTERNATIONAL COMMERCE, Dec. 1.) In addition, import turnover tax rates of from 6.25% to 11.8% were reduced to zero on nine items. All mentioned duty and tax reductions are scheduled to end on Dec. 31 of this year.

Tariff cuts on the following items should be of particular interest to U.S. exporters: preserved citrus fruit (reduced from $15.38 per 100 kg. to free); photo cameras (reduced from $121.15 per 100 kg. to free); outer garments made of cotton (considerable reductions made on these items).

Products newly-exempt from the import turnover tax which are of particular interest to U.S. exporters are: preserved pineapples and citrus fruits (formerly 10.6%); and almonds (formerly 6.25%).

A complete list of the temporary duty and tax reductions is available upon request from the European Division, BIC-888, Department of Commerce, Washington, D.C. 20230.

Argentina lowers all import duties

In an attempt to reduce inflationary pressures arising from the June 18 devaluation of the peso to four to the dollar, and in line with the policy of promoting efficiency in domestic industry through foreign competition, the Government of Argentina has decreed an across-the-board reduction in import duties.

Decree 191/70 of July 6 reduced all duties formerly 140% by 30 percentage points (i.e., to 110%), those of from 100 to 130% by 25 points, those 60 to 90% by 20 points and those from 20 to 50% by 15 points; duties formerly 15% or less were completely eliminated.

The duties thus derived will be in effect for 90 days, at which time the Government will promulgate a new tariff schedule incorporating these duties as adjusted for proven cases of harm to domestic industry, consideration for LAFTA concessions, or other special cases.

On the other hand, duties on traditional Argentine exports were raised to offset increased peso earnings generated by the devaluation. As a result of Decree 192/70, export duties now range up to 35% of f.o.b. value.

Iran's new import policy cuts medicine, steel taxes; calls for prior approvals

Iran's new Import-Export Regulations for Iranian Year 1349 (Mar. 21, 1970 to Mar. 20, 1971) includes few changes from last year's policy. Among the more significant changes is reduction of the commercial benefits tax (CBT) to 6% ad valorem on specialized medicaments and to $0.046 per kilogram on iron or steel beams. Approval of the Ministry of Economy is no longer required for import of all types of paper bags and passenger and sport cars (Automobile quotas imposed last year have been abolished).

On the other hand, imports of ships, airplanes and paper now require approval of the Ministry. Approval for import of industrial machinery and equipment will be based on export plans of the domestic industry involved.

Inquiries concerning specific items may be addressed to the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

XUM

Vending machine sales at record levels in Canada

Direct selling and shopping center sales also advance

Sales by vending machine operators in Canada rose to a new high of C$127 million in 1968, 6.2% higher than the 1967 total, according to updated figures recently released by the Dominion Bureau of Statistics. The number of machines in operation increased by 5%. Every province and region reported gains in vending machine sales, ranging from 2.4% in Quebec to 23% in the Atlantic Provinces. The three main commodity lines sold through vending machines continued to be tobacco products, hot drinks and cold drinks, which together accounted for 81.1% of the total.

The DBS also reports that direct selling accounted for almost C$700 million in 1968, and 8.2% increase over the 1967 figure. Three-quarters of all direct sales in 1968 were made by canvassing from door-to-door. An additional 16% were obtained through mail-order channels. The leading direct sales lines have continued to be dairy products, newspapers and magazines, cosmetics, bakery products and books.

Retail sales in shopping centers, according to the DBS, grew more than twice as fast as total retail sales from 1967 to 1968. Sales in 1968 amounted to C$2,873 million, an increase of 12.6% over the 1967 figure. In 1968, 11.2% of all retail sales took place in shopping centers, as compared to 5.5% in 1961.

Total Canadian retail sales amounted to C$26,396 million in 1968, or 6.2% above the 1967 figure of C$25,791 million.

Thai investment promotion unit gets ADB assistance

The Asian Development Bank will help the Government of Thailand establish an industrial evaluation system for the country's Board of Investment (BOI). The Bank will send a team consisting of a senior industrial economist, a systems and procedures analyst and from two to four experts in various fields.

As the Thai government agency entrusted with the responsibility for promoting investment, the BOI is anxious to undertake a systematic review of its activities and policies. Especially important for the BOI is a review of the promoted industries enjoying special considerations under BOI regulations, and incentive policies in effect during the first ten years of its operations.

The Bank team will assist the BOI in setting up an industrial information and evaluation system for the promoted industries to form a basis for policy decisions regarding future industrial promotion activities. Economic and financial analyses and evaluation, and their reporting and presentation will form part of the program.

Iran lists machine imports requiring prior approval

Iran's Ministry of Economy has issued instructions to authorized exchange dealers specifying the types of industrial and electrical machinery whose import requires the prior approval of the Ministry during the Iranian year Mar. 21, 1970-Mar. 20, 1971. The Ministry of Economy closely controls machinery imports, and information on the regulations currently in force should be verified before shipment is made.

At the same time, restrictions were removed on imports of plastic raw materials in the form of powder, liquid, and granules and numerous articles of plastics, including several whose import was previously unauthorized. These items may now be imported without prior permission of the Ministry of Economy. Under a subsequent instruction, imports of liquid gas cylinders of more than 12 kilograms capacity were freed from the requirement for prior Ministry approval.

Inquiries on specific commodities may be adressed to the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

Germany opens quota for cut orchid imports

Germany has opened an import quota for fresh cut orchids from a number of countries. including the United States, according to the *Bundesanzeiger* No. 107 of June 16.

Applications for licenses will be accepted until the undisclosed value limit is reached, but not later than Dec. 30. Licenses issued will be valid until Dec. 31.

The imported orchids must meet the EEC quality standards (EEC Regulation No. 316/68, published in the European Economic Community Gazette No. L 71/68 of March. 21, 1968). Existing German plant protection requirements also must be observed.

French drop exchange deposit requirement

Coincident with a recent announcement of a further improvement in French foreign reserves, the Minister of the Economy and Finance asked the Governor of the Bank of France to rescind a circular of Jan. 20, 1969 which required commercial banks to constitute a special deposit with the Bank of France of all foreign exchange taken in excess of that held on a reference date (INTERNATIONAL COMMERCE, Feb. 24, 1969).

The Bank had, as of June 30, fully reimbursed these deposits from the commercial banks and, from July 1, will no longer require further foreign exchange deposits. As France has now repaid all short-term foreign exchange debt outstanding, both internal and external, the only remaining medium-term debt is the $985 million drawing on the IMF.

French official reserves of gold and foreign exchange totaled $4,281.9 million at the end of June, compared with $4,141.9 million at the end of May. Gains in foreign reserves totaled $227 million in June, after reimbursement of the remaining foreign curency debt of $87 million to commercial banks.

Tanzania lists industries open to private enterprise

A list of industries which may have 100% private shares or minority shares by national organizations has just been released by the Government of Tanzania. It embraces the following twenty-one industries:

Meat and dairy products, bakery and confectionery products and miscellaneous food preparations for example, cake mixes, leavening compounds; textile mill products, apparel and finished products made from fabrics, leather and leather goods; lumber and wood products, furniture and fixtures; paper and related products, and printing, publishing and related industries; chemical products and derivatives; rubber products, nonmetallic mineral products and abrasive and asbestos; stone, clay and glass products, including concrete, gypsum and plaster; fabricated metal products, except ordinance machinery and transportation equipment; machinery and components, electrical machinery and supplies; scientific and engineering instruments, photographic and optical equipment, watches and clocks. Concluding the list is an extensive breakdown of specialized manufactures including jewelry and musical instruments.

Write: National Development Corp., Dar-es-Salaam, Tanzania.

U.S. Overseas Promotions pages 29-33

American firms interested in entering exporting or seeking to expand overseas markets, will find assistance in the columns below listing details of future U.S. overseas promotions.

Sales opportunities in 16 U.S. commercial exhibitions, trade fairs, solo exhibitions and trade missions and 27 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and June 8, 1971.

Another opportunity of interest is the Sample Display Service, more fully described in a special notice accompanying this list.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Sydney, Tokyo and Paris.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government while others are originated and paid for by various U.S. industries with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

BELGIUM, THE NETHERLANDS. Electronic Data Processing Trade Mission. Market research has revealed a substantial potential in these two countries, particularly for peripheral equipment. EDP is already used widely there, and competition from third-country suppliers as well as from U.S. producers already firmly established in the area has to be met. For details, call Paul Mayer, 202-967-2232. Electronic Data Processing Trade Mission, Sept. 12-26.

EASTERN EUROPE. Advanced Instrumentation Trade Mission. Commerce is organizing a Trade Mission of advanced instrumentation to visit Warsaw, Budapest, Bucharest and Prague, Sept. 13-26. Firms whose products are in the following SIC categories are invited to participate: SIC-3611, 36626, 3693, 3821, 3822, and 38311.

Some of the products included in these categories are: laboratory and scientific, geophysical, surveying, and drafting instruments; automatic temperature controls; optical instruments, elements and lenses; instruments for measuring, detecting, testing and for controlling nonelectric quantities; x-ray and gamma ray equipment; electro-medical and electrotherapeutic apparatus; electrical measuring, testing, indicating and/or recording instruments and equipment; and aircraft flight, nautical and navigational instruments. For further information call Sam Cerrato, 202-967-3904. Instrumentation Trade Mission. Sept. 13-26.

SCANDINAVIA. Environmental Test Equipment. The present Scandinavian market for environment test equipment is estimated at $7 million with demands expected to reach $10 million in the next several years. Many manufacturing firms, research laboratories and engineering service firms are beginning to accelerate their equipment modernization programs in order to research, develop, and test new or improved products for highly competitive domestic and foreign markets.

With most of the Nordic area's requirements met by imports, this show will offer U.S. manufacturers of test chambers and instruments, automatic control systems, data processing equipment, and peripheral devices an excellent chance to share in this growing market. For details call 202-967-5751. U.S. Trade Center for Scandinavia, Stockholm. Sept. 28-Oct. 3.

WEST AFRICA. Agricultural Development Trade Mission. The first U.S. Specialized Trade Mission for Africa is tentatively scheduled for October 1970, to take advantage of expected expansion and modernization in the field of agricultural development. The time appears right for American firms to appraise the market. The mission would visit not more than three of the following nations for a period of two to three weeks: Ivory Coast, Congo (K), Nigeria, Ghana, or Cameroon.

Sales potentials have been identified for rice milling equipment, cotton gins, irrigation equipment, specially prepared feeds, agricultural implements and small-scale machinery, livestock and poultry equipment. For further details regarding participating in this mission, call Mrs. Wanda Ale, 202-967-2051. Agricultural Development Trade Mission. October 1970.

FRANCE. Catering Equipment, Laundry Equipment & Hotel Maintenance Equipment. Increasing competition for the tourist trade is forcing France to modernize its tourist facilities. The change in parities of the French franc and the German mark is providing a sharp stimulus to the French tourist industry, which is now gearing up to meet the expected influx of travelers.

The French government is providing incentives in the form of low cost loans, tax advantages, and revised hotel standards to encourage improvements. At the same time, changing social and working conditions in France are creating a growing need for large volume, quick service feeding facilities. These conditions are causing a substantial expansion of the French market for equipment and supplies for hotels, restaurants and institutions. This expansion presents an excellent sales opportunity for U.S. manufacturers of equipment used by restaurants and hotels. The market is particularly good for food preparation and serving equipment, laundry equipment, and hotel maintenance equipment.

U.S. firms can gain exposure and take advantage of this growing market by participating in the U.S.-sponsored exhibition at EQUIP'HOTEL, the largest show in France for the hotel, restaurant and catering industries. It attracts a large audience of hotel, restaurant, snackbar and cafe owners and operators; contractors, architects, and designers. Call 202-967-2885. U.S. Commercial Exhibition, EQUIP'HOTEL. Paris. Oct. 8-19.

GERMANY. Air Conditioning & Refrigeration Equipment. U.S. air conditioning, refrigeration and component manufacturers will be able to display their products in a $200 million market in the October exhibition in Frankfurt. Residential air conditioning is well accepted. Commercial air conditioning is in the customer-demand phase and the volume of new construction in Germany points to a breakthrough in sales for supermarket, office building and department store units and systems. Many small shops are renovating and spurring enough demands for the five ton and under units.

The U.S. technological lead has helped American manufacturers capture a major portion of the import market and an increase is expected as electrical power companies in Germany continue to promote the use of air conditioning. While German per capita income rises, buyers are becoming more sophisticated in their selection of prepared frozen foods and refrigerated dairy products. The increase in demand has created a chain reaction from food processor through transporter to retail outlet. The demand has not gone unnoticed by German air conditioning and refrigeration manufacturers themselves, who in turn have a need for controls and other components for systems they manufacture. For market and participation information call George Kemp, 202-967-3088. Frankfurt Trade Center. Oct. 12-16.

THAILAND. Agricultural Machinery & Equipment. The key market in Thailand

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today is the $200 million market for agricultural machinery and equipment. This market is expected to grow 15-20% annually over the next 2-3 years. Sales potential has been identified for four-wheeled tractors of 40-50 hp, 50-70 hp and above 70 hp; two-wheeled tractors; tractor parts and accessories; disc plows and harrows; rotovators; seed distributors and seeders; hay and grass mowers; hullers and shellers; threshing machinery; land grading blades; stalk shredders; fertilizer distributors; hay balers; pumps and gasoline, diesel and gas/oil mixture engines for irrigation equipment machine and hand-powered pesticide sprayers; poultry incubators; animal feed processing machinery; and selected rice milling equipment. For further details call Joseph A. Miller, 202-967-5281. Bangkok Trade Center. Oct. 12-16.

ITALY. Pulp & Paper Processing and Conversion. Italy's growing paper industry, which is striving to keep abreast of current technology and equipment, supplied over 3.4 million tons of paper and paperboard in 1969. Sharp increases in labor costs and other production costs are forcing the Italian paper industry to modernize and automate their production processes. Official estimates project that a total investment of $450 million will be spent by this industry during the 1970-72 period.

Market research has confirmed a healthy demand for U.S. made process control instrumentation, accessory equipment for large paper machines, and chemicals for the paper industry. For marketing information and facts on exhibiting, contact Samuel S. Spaulding, 202-967-3968. Milan Trade Center. Oct. 13-17.

SOUTH AMERICA. Service Industries Trade Mission. Ten U.S. businessmen will visit Caracas, Rio, Sao Paulo, and Buenos Aires Oct. 18-31 to seek business partners for South American operations. Fast foods, automotive service, laundry, dry cleaning, diaper service, engineering, etc. The objective is expansion through franchise operations. For further information call M. Freeman 202-967-4715. Service Industries Trade Mission. Oct. 18-31.

JAPAN. Medical-Hospital Equipment. Continuing strong demand is envisaged in Japan for advanced medical and hospital equipment, a field in which American manufactures retain a reputation for durability and innovation. Of particular interest to Japanese buyers is the application of computerization to medical-hospital equipment and advanced design which allows for greater space economy. For additional information call 202-967-5286, or contact Edward Simmons, U.S. Trade Center, Tameike Toku Building, 1-14 Akasaka, 1-chome, Minato-ku, Tokyo, Japan. Tokyo Trade Center, Oct. 19-24.

SCANDINAVIA. Advanced Instrumentation Trade Mission. To maintain a high level of productivity and remain competitive, to enhance their strides in national health programs and to attain research goals, Denmark, Finland, Norway, and Sweden will continue to utilize instrumentation and computerized equipment. Members of the U.S. Advanced Instrumentation Trade Mission to Scandinavia, Nov. 2-18, will meet with buyers of this equipment. For detailed information call E. J. Wason, 202-967-2005. Instrumentation Trade Mission. Nov. 2-18.

AUSTRIA. Tourism Equipment Trade Mission. Austria is going all out to keep pace with competing neighbor countries in attracting tourist dollars. A market exists currently for equipment for use in hotels, motels, schools, factory and other institutional canteens and kitchens, in self-service feeding establishments including automatic beverage and food dispensers and automatic vending equipment; baking equipment; ovens and ranges; freezers, rotisseries, infrared grills, food and liquid mixers and blenders; icemaking and refrigeration equipment; air-conditioning equipment, and dishwashers. Also hotel planning, construction, organization, management, and financing; hotel, motel, and restaurant supporting services; development of resort areas; designing and "package offers" of sports facilities; franchising for hotels, restaurants and food servicing. For further details call Paul Mayer, 202-967-2232. Tourism Equipment Trade Mission. Nov. 7-21.

GERMANY. Industrial Air Treatment Equipment. German industry is presently spending approximately $100 million a year on air pollution control equipment. Germany has had antipollution legislation since 1960; active enforcement of this legislation plus liberal Federal Government relief measures for industry have contributed much toward making Germany one of the best European markets for air pollution control equipment and related instruments. For information call 202-967-2425. Frankfurt Trade Center. Nov. 9-13.

UNITED KINGDOM. Flow Automation Equipment. The high level of capital investment in Britain's processing industries and the heavy computer orientation of these new facilities are major factors contributing to the country's interest in the latest developments in electronic process controls, particularly those related to flow measurement, control and proportioning, blending and weighing equipment. The National Economic Development Office estimates that the increase in investment in manufacturing industries as a whole will be 10% in 1970, with investments in the chemical and petrochemical industries rising $750 million in 1970 and refinery investments approximately $225 million.

Imports of plant equipment are expected to continue to account for 15-20% of total plant investments and 33% of plant instrumentation. Particularly good market potential exists for mass flow measurement and blending devices and electronic/pneumatic — pneumatic/electronic converters. For complete information on this exhibition call Lee Swift, 202-967-4462. London Trade Center. Nov. 9-13.

JAPAN. Fluid Power Systems, Accessories & Controls. Continued rapid growth in demand for fluid power systems, accessories, and controls in Japan places increasing emphasis on advanced equipment. The U.S. industry manufactures a considerable range of fluid power equipment, including fluidic devices, which have high sales potentials in Japan. Japanese demand for imports in this product field are expected to exceed $17 million this year, rising to $33 million in 1971. Call 202-967-4705. Tokyo Trade Center. Nov. 9-14.

FRANCE. Packaging Machinery & Materials. The International Packaging Exhibition, EMBALLAGE '70, is one of the principal European trade fairs for the packaging industry. The French market for packaging machinery has been expanding about 10% annually, and in 1968 France imported $24 million in packaging machinery. Sales opportunities for U.S. suppliers of packaging equipment are developing as France modernizes its packaging industry. The need for better packaging in France is prompted by the expansion of self-service merchandising, and the integration of the Common Market economies which allows France to export more food products to her EEC partners.

The exhibition in Paris is a biennial event. Commerce sponsored a successful exhibition at this event in 1966. The 35 U.S. exhibitors reported sales of $2.3 million and 23 agency agreements. For further information on the market and participation in the exhibition telephone John Wolf, 202-967-3822. U.S. Commercial Exhibition, EMBALLAGE '70. Paris. Nov. 9-15.

GERMANY. Oceanology Equipment & Instrumentation. Research indicates that more than $115 million in public funds will be expended during the next few years in Germany on oceanology. The increasing number of scientists and technicians, an expansion of shore facilities, an increased number of research ships, the establishment of the German Commission of Oceanology, the participation of Germany in countless international organizations, the growing cooperation between governmental, academic, and private industrial sectors, and a booming economy are some of the reasons why the future development of oceanology in Germany appears favorable. For additional information call Andre Williams, 202-967-2425. U.S. Commercial Exhibitions, Interocean-70. Dusseldorf. Nov. 10-15.

SCANDINAVIA. Industrial & Scientific Temperature Measurement and Control Equipment. The prime audience for this exhibition will be all scientific and research laboratories, the basic metals, pulp and paper, chemical, ceramics, glass and other industries concerned with the measurement and control of temperature during industrial processes. In Sweden there are over 300 companies and 30 independent research institutes using this equipment. Sales of many types of this equipment are increasing by over 20% a year.

Products which may be exhibited include: pyrometers and thermometers; thermocouples, transducers and other sensors; amplifiers, recorders and analyzers, breakdown and alarm systems, dataloggers and process control computers; analog computers; infra-red equipment; control valves and servo-mechanisms; electric furnaces, ovens, induction and dielectric heaters, as well as controls and components; atmosphere generators, and other related equipment.

The market for industrial process controls in Sweden was estimated at $35 million in 1969, and about 25% of this equipment was for temperature measurement and control. In a survey, 134 companies indicated that within the next five years, they would spend $330 million for process control instrumentation and $23 million for on-line computers. Most of this equipment is being imported. For more information on this market and about participation in the exhibition, telephone John R. Crown II, 202-967-4421. U.S. Trade Center for Scandinavia, Stockholm. Nov. 16-21.

DENMARK. Printing & Bookbinding, Food Processing-Packaging Equipment. Buyers from a seven-country area will be attending the first U.S. sales event staged by Commerce in Denmark. Research reveals that a shortage of skilled labor coupled with increasing wages and production costs are stimulating a trend toward modernization in the printing and food industries. Printed material and processed foods are important export commodities of these countries. Therefore, producers are modernizing facilities not only to remain competitive in their home markets, but in the international marketplace as well.

Continued demand for automated equipment in both fields is forecast for the next several years. This seven-country area imported over $18 million of printing and bindery equipment from the U.S. in 1969 and over $16 million in food processing and packaging equipment. The exhibition will be mounted in two sections, one for printing and bookbinding equipment and the other for food processing and packaging machinery. For further details call 202-967-4256. U.S. Solo Exhibition, Printing and Bookbinding, Food Processing and Packaging Equipment. Copenhagen. Nov. 17-22.

ITALY. Computer Terminals & Peripheral Equipment. As Italy's economy continues to expand, its businessmen are pushing plant modernization in an effort to rationalize industrial operations. As a result, it is expected that demand for real-time terminals and other peripheral equipment in Italy will greatly expand over the next few years. By 1972 there should be some 25,000 terminals in use in Italy. The Biennial International Instrumentation and Automation Exhibition, BIAS, is Italy's most important show in the field of instrumentation and automation equipment. In 1968, at the last BIAS', 658 exhibitors attracted 54,250 visitors, including 9,765 from outside Italy. For information, call 202-967-4508. U.S. Commercial Exhibition, BIAS. Milan. Nov. 20-26.

ITALY. Lasers & Electro-Optical Equipment. High interest in U.S. lasers and electro-optical equipment exists in Italy. U.S. laser equipment currently has wide uses in Italian research laboratories, and industries are utilizing laser technology as soon as it is practical. American products are considered the best by Italian researchers and laboratory technicians, however, advanced laser and electro-optical equipment needs additional exposure in the Italian market.

Indications are that $100 million has been authorized by the Italian Government for research and development programs. Italian industries currently starting to purchase laser equipment for on line applications are in the fields of electronics, telecommunications, machining, medical research, and construction. This show will coincide with BIAS, the Italian Biennial International Instrumentation and Automation Show, which draws a large European buying audience, and the U.S. Exhibition of Computer Terminals and Peripheral Equipment, all to be held at the Milan Fairgrounds. For marketing information on selling laser and electro-optical equipment in Italy and facts on exhibiting in this promotion, contact Herb H. Lindstrom, 202-967-3944. Milan Trade Center. Nov. 20-26.

TAIWAN. Equipment for Business & Industry. Paced by a dynamic manufacturing sector, Taiwan's economy continues to experience rapid growth. The nation's gross national product during 1968 increased by 10.3% in real terms over 1967 with an expected similar growth rate during 1969. The industrial sector has averaged an annual rate of increase of about 18%. Chinese businessmen and Government officials recognize the need to achieve higher quality standards of production in order to effectively compete in foreign markets.

Diversification into an increasingly wide range of sophisticated semi-finished and finished products is not only occurring, but finding their way into new geographic areas. Concurrent with this change in export product mix is a rapidly growing need for imports of advanced production equipment. This will be the second commercial exhibition in Taiwan sponsored by the U.S. Department of Commerce.

Based on Market research conducted in Taiwan, the exhibition will feature equipment for the metalworking, food processing and packaging, construction, and plastic fabricating industries; test, measuring, and quality control instruments; and office equipment. In addition, other product lines identified as having good sales possibilities in Taiwan that will be exhibited include equipment for the chemical, textile, electrical and electronic industries; heating, ventilation and air conditioning equipment; and power hand tools. For further information contact Don Schmadel, 202-967-5286. U.S. Commercial Exhibition, Equipment for Business and Industry. Taiwan. Nov. 30-Dec. 5.

FRANCE. Transducers. For a piece of a $10 million market that is growing at the rate of 20% per year and in which the customers think so highly of American-made transducers that 60% of the market buys U.S., there is little effective competition. The direction the transducer market in France is taking is toward considerable growth, forecast in the 6th French Development Plan. This is expected to release substantial funding in university research, hospital facilities, air and water pollution, noise pollution and oceanography. These are all prime targets for additional sales penetration by American transducers. To capitalize on this outstanding marketing opportunity, Commerce has scheduled an exhibition of Transducers at the U.S. Trade Center in Paris. For more information, call 202-967-2795. Paris Trade Center. Dec. 1-5.

GERMANY. Dynamic Testing Equipment. The need for dynamic testing equipment is expanding at a rapid rate. In 1967, total German imports of electric and electronic dynamic testing equipment amounted to over $14 million, and in 1968, they rose to almost $19 million, a 34% increase in a single year. For further market information and details on how to participate in this event, call William Gains, 202-967-4073. Frankfurt Trade Center. Dec. 7-11.

UNITED KINGDOM. Medical Engineering Equipment. Continued expansion of the market in the United Kingdom for imported medical engineering equipment has led to new opportunities for the latest U.S. developments in the field. The U.K. imported $62 million of medical equipment in 1968, and the market continues to grow. U.S. suppliers provided the majority of electromedical apparatus and electrical and electronic instruments other than microscopes, x-ray machines and instruments for medical, dental and ophthalmic use.

Increasing labor costs and the need to conserve highly skilled labor tends to emphasize more and more the importance of labor saving equipment manufactured to high engineering standards which is simple to operate. A substantial hospital building program is being carried out by the government's National Health Service. For further information on this market and participation in this exhibition, call 202-967-4443. London Trade Center. Dec. 7-11.

SCANDINAVIA. Automotive & Boat Repair, Test Equipment. Repair parts and accessories will also be shown at this exhibition because the channels of distribution and end-users of repair equipment, materials, and parts for these markets are the same. Products which may be exhibited include: tune-up kits, engine analysis equipment, dynamometers, wheel alignment testing apparatus, battery testers, automatic transmission testers, frame straighteners, head lamp aiming & test equipment, steam cleaning equipment, brake testing equipment, tire recapping equipment, boat engine test wheels, ignition test equipment, fiberglass repair equipment & materials, replacement parts and accessories.

Half of this repair equipment is imported into Sweden, and U.S. manufacturers are well regarded for having products of high quality and advanced technology. In Sweden alone, the annual bill for automotive maintenance and repair totals over $440 million. Gasoline station chains, especially, are upgrading and expanding their repair shops and will spend about $5 million next year for equipment for this purpose. Independent garages and auto dealerships still have the lion's share of the total repair business, and they are constantly upgrading their facilities.

In addition, the State inspection stations and some repair shops are already beginning to place sizeable orders for engine emission analyzers. Total amount of automotive repair and test equipment to be purchased in Sweden alone next year should exceed $15 million. Swedish repairyards for boats are said to be inadequate and in need of modernization. For more information on Scandinavian markets and participation in this event, telephone Stanley Hays, 202-967-5751. U.S.

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Trade Center for Scandinavia, Stockholm. Dec. 7-12.

FRANCE. Materials for the Electronics Industry. The size of the French electronics industry is approximately the same as that of West Germany and Great Britain. Provisional figures indicate that industry sales advanced to a record $1.8 billion in 1969. Electronic components was the most buoyant sector of the industry during 1969 with an increase in sales of about 25%. The French Government is continuing its support of the electronics industry through Plan Calcul and Plan Composant. In order to remain competitive in world markets, French manufacturers of electronic equipment and components look to the United States for technologically advanced materials. For complete details on this sales opportunity in France, telephone Donald G. Johnson, 202-967-3352. Paris Trade Center. Jan. 18-22.

GERMANY. Chromatographic-Spectroscopic Instruments. Research indicates a $35 million market for chromatographic-spectroscopic instruments, with an annual market growth rate of 17%. There is a high usage ratio for chromatographic-spectroscopic instruments by industry, education and science. Germany's Federal Government has approved a $2.9 billion budget and allocations in it for industry, science and education are up 43% to $1.08 billion. Students familiar with chromatographic-spectroscopic instruments and methods are graduating from universities at an increased rate; in 1967, approximately 8,000 university students graduated from chromatographic-spectroscopic oriented courses. By 1980 the number of university students is expected to double from the current 496,000 to 1 million; also some 30 new universities are to be built by then. For information on how to participate, telephone Don Schmadel 202-967-4601. Frankfurt Trade Center. Jan. 18-22.

UNITED KINGDOM. Mini-Computing Equipment. The U.K. import market for computers and allied equipment is about $200 million and rising. U.S. exporters have about half of this market, and in the two-year period of 1967-69, U.K. imports from the U.S. advanced an estimated 33%.

Imports of small-sized systems are expected to rapidly replace imports of medium-sized systems over the next 5 years. Excellent sales prospects appear for both basic units and peripherals in the explosive market of newer, lower cost, mini-computing equipment. The exhibition will include mini-computers, desk top computers, sophisticated electronic calculators, data displays equipment, data collection and recording equipment, data terminals, and other elements of lower cost systems. For information concerning participation in this exhibition call Franck Manzolillo, 202-967-4443. London Trade Center. Jan. 25-29.

JAPAN. Test & Measuring Equipment, Instruments for the Electronics Industry. Japan's domestic consumption of these products reached a level of $94 million in 1968 and is expected to exceed $110 million in 1970. Imports accounted for 41% of total consumption or $38.8 million in 1968. All evidence indicates that the demand for U.S. manufactured test and measuring equipment and instruments will continue to grow, concomitant with the expansion of the electronics industry which experienced a 38% growth rate in 1969 with a 26% increase forecast for 1970.

Domestic producers of test and measuring products, with a limited number of design engineers on their staffs, have concentrated on the production of products which have a mass market, enabling imports to satisfy the demand for the sophisticated products. For details call Henry Watts, 202-967-4512. Tokyo Trade Center. Jan. 25-30.

SCANDINAVIA. Metal Parts Production Equipment. This promotion will be directed at the 10,000 companies in the four Nordic nations involved in production and finish of metal parts.

The four Scandinavian countries invest over $160 million annually for metalworking equipment, and about two-thirds of this market is in Sweden, which has a highly advanced metalworking and engineering industry very competitive in world markets. In addition, considerable amounts are spent for testing and quality control equipment. Half of the metalworking equipment they use is imported, and Swedish tariffs are very low (generally about 5-6%) for this equipment. In Finland and Norway, there are no tariffs for many types of metalworking equipment which are not produced in those countries on an industrial scale. For more information, call C. E. Walls, 202-967-4256. U.S. Trade Center for Scandinavia, Stockholm. Jan. 25-30.

FRANCE Vacuum & Cryogenic Equipment. The application of vacuum and cryogenic equipment for research and industrial purposes is developing rapidly. Sales of these products, currently estimated at about $27-30 million, are growing at a rate of about 10-15% annually. The French Government is placing heavy emphasis on encouraging the modernization of industry to enable French manufacturers to compete in the duty-free Common Market.

American equipment is highly regarded. Strong interest exists in the electronics and metallurgy field; two very important industries in France. Good sales prospect will also be found in the optical, pharmaceutical and plastics industries, as well as medical applications and French research laboratories. U.S. manufacturers with advance equipment will find sales opportunities in the French market. For information contact John L. Wolf, 202-967-3822. Paris Trade Center. Feb. 8-12.

GERMANY. Computer Display Equipment. German purchases of electronic data processing equipment during 1969 were estimated to climb to $1.2 billion by the end of 1974. More than 75% of German equipment in use is of U.S. design. Germany continues to be the largest market for U.S. exports of electronic data processing equipment.

U.S. exports have nearly tripled between 1966 and 1969 and future growth appears certain as recent U.S. technological breakthroughs particularly toward miniaturization continues.

Estimates indicate that additional installations of EDP equipment will bring this total to 8,000 by the end of 1970 and to over 17,000 by 1974. For more marketing information on selling computer display equipment and facts on exhibiting in this promotion, contact Andre Williams, 202-967-2425. Frankfurt Trade Center. Feb. 15-19.

ITALY. Electromechanical Precision Parts. Electromechanical precision parts is a very healthy and expanding sector of Italy's vast electronic components market. In Italy today, there is a positive trend toward the use of advanced electromechanical precision parts in the production of consumer electronics, automobiles, machine tools, household appliances, aircraft and aerospace equipment. Italian industry is expanding at an average of 12% annually and if this trend continues the market could expand well beyond the conservative $40 million forecast for 1970 for electromechanical precision parts. For further information, call 202-967-5351. Milan Trade Center. Feb. 16-20.

JAPAN. Marine, Shipbuilding & Oceanographic Equipment, Instruments. Japan continues to maintain its position as a leading shipbuilding nation. The Japanese shipbuilding industry launched 8.6 million gross/tons, more than one-half the world's total, in 1968. Japan's import of shipbuilding and marine equipment were $16.6 million in 1968, of which nearly $5 million were of U.S. origin.

The oceanographic equipment market in Japan has experienced rapid expansion in the last two years, from an estimated $2.9 million in 1967 to $8.8 million in 1969.

Market research conducted in Japan

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, write: Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, write to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

identified good sales potential for U.S. suppliers in the following categories: navigation and communication, instrumentation, electronic equipment, shipboard equipment, marine supplies, metal fabricating equipment, and oceanographic equipment and instruments. Additional information may be obtained by calling Richard Dawson, 202-967-5286. Tokyo Trade Center. Feb. 22-27.

SCANDINAVIA. Electronic Components. This will be the third specialized exhibition of electronic components to be held in the U.S. Trade Center for Scandinavia, and it will be directed to the electronic equipment manufacturers in the Nordic countries which produce over $1 billion of electronic equipment and import the great majority—over $200 million—of their requirements for electronic components.

U.S. exports of electronic components to these companies jumped $9 million last year to a total of $35 million or 17% of the import market. Exports of many types of U.S.-made electronic components to Scandinavia, such as integrated circuits and semiconductors, doubled and tripled last year. Scandinavian electronic equipment production is continuing a two-year boom.

Any type of electronic components as well as related testing and assembly may be shown. For more information and for application forms to exhibit, please telephone A. J. Beiring, 202-967-3713. U.S. Trade Center for Scandinavia, Stockholm. Feb. 22-27.

FRANCE. Plastics Production Equipment. Increasing industrial and consumer demand for plastics products is being translated into an expanding market for U.S. manufacturers of machinery, controls, and materials for plastics production. Excellent opportunities exist for a variety of American equipment, especially large production capacity injection presses, extruders and impregnating plants, as well as machinery like blow moulders for small thick-walled containers.

Apparent consumption of plastics production machinery in France topped $50 million last year, less than half of which was satisfied by domestic production. Commerce is offering this specialized exhibition, the first of its kind in France, to help U.S. firms take advantage of this considerable marketing opportunity. For further information, call 202-967-2835. Paris Trade Center. Mar. 1-5.

ITALY. Metal Finishing & Surface Treatment Equipment, Supplies. Italy boasts one of the world's finest automobile industries, also the world's third largest household appliances industry. The Italian steel industry has been growing steadily, while its electronics industry has been growing rapidly. These and other industries, in one of the healthiest economic climates in Western Europe, spent an estimated $25 milion in primary items of metal finishing and surface treatment products in 1969.

Demands are growing and Italian purchasing interest is directed increasingly towards more advanced American products and processes. Fully automatic equipment, the most advanced painting and coating equipment, advanced test instruments, ultrasonic equipment, specialized solutions, and finishes, and a number of new processes are some of the items sought. For further information, call 202-967-3968. Milan Trade Center. Mar. 8-13.

AUSTRALIA. Graphic Arts Equipment. While the Australian GNP was setting records in 1969, the graphic arts industry was expanding even faster. Because domestic production is able to supply a mere 9-10% of the total market for printing and bookbinding equipment each year, industry must rely on imports. In 1969 these amounted to $25.5 million, of which U.S. exporters were able to furnish a market-leading 34% share.

The success of U.S. firms in this field is largely attributable to the reputation they enjoy for producing modern machinery noted for its reliability, advanced technology, and minimum down-time. Australia has a large number of small and medium size circulation newspapers because of the widespread dispersion of its population. This becomes an important factor to U.S. firms seeking to enter into or to expand sales in the Australian market, because many of these papers are now switching from the conventional letterpress method of printing to more sophisticated forms.

Prospects for increases in U.S. exports of all types of graphic arts equipment look bright for the future, based on the continued health and expansion of the Australian economy. For further information contact Max Miles, 202-967-4047. Sydney Trade Center. Mar. 15-19.

FRANCE. Chemical Processing Equipment and Industrial Process Controls. The French chemical industry has an 8.5% growth rate; its output has nearly doubled in the last 6 years; capital investment is expected to be $750 million in 3 years, and $400 million in export sales opportunities for over five years is forecast. The French chemical industry has $4 billion to spend in the next five years for plant modernization and construction.

As one of the strongest sectors in the French industrial complex, the chemical industry leads the list consistently in annual growth and is now searching for the latest developments in plant automation and chemical processing equipment. Here is an opportunity to meet with French technicians and buyers in Europe's biggest chemical trade fair in 1971. For more information, call 202-967-2434. U.S. Commercial Exhibition. SALON INTERNATIONAL DE LA CHIMIE. Paris. Apr. 19-25.

FRANCE. Aerospace Equipment. Air transportation in Europe, both passenger and freight, is expanding rapidly. Ground support facilities are becoming strained to overcapacity. Many airports, modern a few years ago, are becoming obsolete. New supersonic jets and high capacity aircraft will aggravate the situation. The growth in air traffic is expected to create a strong demand for all types of aircraft, components and related support equipment. The United States is a leader in finding solutions to aerospace problems. Much of the free world's current demand for aerospace equipment and components is supplied by the U.S. or by foreign manufacturers under U.S. license. For the European aerospace industry, the need for efficient and economical equipment and components is urgent. U.S. manufacturers in this field have excellent prospects for sales. The Paris Air Show offers a unique opportunity to show the latest U.S. developments and promote the sale of U.S. equipment throughout the world. For information, call Charles M. Whitley, 202-967-4961. U.S. Commercial Exhibition, Paris Air Show. Paris. May 27-June 6.

SWITZERLAND. Environmenal Pollution Control Equipment. Europe is more densely populated than the United States, and its industry has had a free hand for generations in polluting the environment. Although laws have been on the books for many years to require control of these pollution activities, it has been only recently that public consciousness is forcing governments to think seriously about enforcement. Switzerland plans to spend $2 billion within the current decade to clean up their water supplies.

France is pursuing control plans that will subsidize municipal water plants up to 70% of investment costs and industrial plants up to 50%. Belgium plans to spend $20 million in 1972 to protect underground and surface water. Italy is a serious offender in environmental pollution, and major plans are afoot to catch up quickly with her neighbors to the north. PROAQUA PROVITA is Europe's best known trade fair in the field of environmental pollution control. Three hundred manufacturers in water pollution, air pollution, and waste disposal equipment exhibit regularly, and more than 40,000 key decision makers in European government and industry attend. For additional information, call 202-967-3822. U.S. Commercial Exhibition, PROAQUA PROVITA. Basel. June 8-12.

Space fully booked

The following exhibitions, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives in the Trade Centers' market areas and exhibitors may wish to ask local businessmen to visit them.

The shows are: Production Equipment and Materials for Hybrid Circuits, U.S. Trade Center, Milan, Sept. 5-11; Air Cargo Equipment and Forum, Frankfurt Airport (Off-site for U.S. Trade Center, Frankfurt, Sept. 15-18; Instruments and materials for the Plastics Industry, U.S. Trade Center, Tokyo, Sept. 21-25; Analytical Instrumentation, U.S. Trade Center, Paris, Sept. 22-26; Packaging Equipment, Machinery, Materials, U.S. Commercial Exhibition, Tokyo-Pak '70, Tokyo International Packaging Exhibition, Sept. 22-28; Production Equipment for the Electronics Industry, U.S. Solo Exhibition, Queen Elizabeth Building, Canadian National Exhibition Grounds, Toronto, Sept. 28-Oct. 1; Electronic Computers and Peripheral Equipment, U.S. Solo Exhibition, Tokyo, Oct. 12-17; Industrial Assembly Equipment, U.S. Trade Center, Paris, Oct. 19-23; U.S. Commercial Exhibition, ELECTRONICA '70, Munich, Nov. 5-11, and Biochemical Test and Control Equipment, U.S. Trade Center, Sydney, Nov. 9-13.

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Investments, Licensing Opportunities

The Office of International Investment is presenting licensing and investment proposals from foreign firms in a new, time-conserving format to enable readers to pinpoint promising proposals in their fields of interest.

Each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification Manual. The specific product interests have been printed in bold type in each proposal to facilitate ready identification. The articles highlight the major features of each opportunity and include the name and address of the foreign company or the organization from which such information is obtainable.

U.S. firms interested in following up on specific opportunities are urged to write the Office of International Investment for complete details (see box). In addition, we shall continue to feature articles of general interest in the international investment field.

2098 — MEXICO — Financial colloborator, and possible use of U.S. trademark, sought to **expand manufacturing capability of present plant producing macaroni, spaghetti, noodles and related products.** Company, La Eterna Roma, S.A. established in 1957, has authorized a management consultant, Efren Villegas, Efran Villegas y Asociados, 5 Sur 906, Puebla, Puebla, Mexico to negotiate on its behalf. WTD. **P-70742.**

2512—ITALY—License to manufacture **unupholstered hideaway beds.** Manufactures furniture, disappearing beds, wood and packaging materials. Market includes Italy, France and Greece. Well equipped plant. Employs 106 at the plant and 18 salesmen. **Write:** Lucio Marioli, MP Lits, Zona Industriale Nord Riosecco, 06012-Citta' di Castello (Perugia), Italy. WTD. **P-70736.** Photographs of the firm's production line are available on loan from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

2771—NEW ZEALAND—Licenses to manufacture **greeting cards, gift wrapping paper** for New Zealand and Australian markets. Firm operates extensive and modern commercial printing facilities. Current activities include magazine printing and photoengraving. Philip V. Harkness, Managing Director, Waikato and King Country Press Ltd., 274 Victoria St., P.O. Box 44, Hamilton, New Zealand. WTD. **P-70730.**

2833 — AUSTRIA — Austrian manufacturing facilities including office, plant and service buildings. Connected to main railroad. Near West German border. Mrs. Blanka Fremuth, Manager, Konservia Naehrmittelwerke und Essenzenfabrik B. Sussmann & Co., K.G., A-4850 Timelkam, Upper Austria. WTD. **P-70731.** Map and additional information, in German, available through the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

3433—ENGLAND—License for manufacture of **incinerators for burning chemical, liquid and gaseous effluents and related equipment.** Firm's current product line includes high temperature liquid and vapor phase heat generators, direct fired process heaters, direct and indirect air heaters, continuous melting apparatus and pipe coating equipment. Employs 100. I. L. Carnegie, Beverley Chemical Engineering Co. Ltd., Billingshurst, Sussex, England. WTD. **P-70734.**

3522—INDIA—License to **manufacture 25-50 horsepower farm tractors.** Established in 1953 as industrial cooperative performing contract construction for buildings, roads, dams, airport runways, bridges, and related items. Well-equipped plant. Estimated 1970 sales $9,310,000. Visnagar Taluka Labour Cooperative Society Ltd., Visnagar, District Mehsana, Gujarat, India. WTD. **P-70732.** Additional information available through the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

3531—UNITED KINGDOM—License to **manufacture or distribute products connected with construction and concrete industries.** Firm presently heads a group of companies which owns quarries and manufactures road surfacing materials. Firm established as a private limited liability company in 1924. Robert Brett, Robert Brett & Sons Ltd., Brett House, Wincheap, Canterbury, Kent, England. WTD. **P-70728.**

3551—ENGLAND—License to manufacture **wrapping, shrink wrapping and bagging machines,** particularly for bakery industry. Firm presently makes automatic wrapping machines and bread slicing equipment. Is affiliated with British group of companies. Mr. R. W. Gilbert, Managing Director, Gilwrap Ltd., Restmor Way, Hackbridge Road, Hackbridge, Wallington, Surrey, England. WTD. **P-70733.**

3611 — ENGLAND — Advanced testing and calibration equipment license. Manufactures test and control equipment for civil and military aviation use. Operates Government-approved test and calibration facilities. New factory under construction. F. G. Miles Engineering Ltd., Riverbank Works, Old Shoreham Road, Shoreham-By-Sea, Sussex, England. WTD. **P-70737.** Additional information available through the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

3679 — THAILAND — Joint venture or similar arrangement to manufacture or assemble **electronic components, modules, circuit boards, computer memory cores.** Other electronic components requiring labor intensive techniques also of interest. Firm's principal products are communication, power and electronic equipment. Exports to Vietnam, Taiwan, Indonesia and the United Kingdom. Jonas Eddy, President, Elcom Research Ltd., Sukumwit Ave., Banchak, Bangkok, Thailand. WTD. **P-70735.**

For additional details

To obtain complete background information on the opportunities listed in this section or general assistance in investment abroad write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Firms in W. Europe offer licenses to U.S. producers

In addition to the preceding proposals, several licensing opportunities from Austrian, Swiss, and German firms that would like to have their products manufactured in the United States are presented below. For additional information on the products, and for the name and address of the foreign company, **write:** Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the applicable file number assigned each opportunity listed.

2821—GERMANY—Plastic veneer concrete coating process. Allows for one color, combination of colors, or colored strewable quartzites of prefabricated concrete forms. **File 1912**

2899—AUSTRIA—Building sealants and bonding agents for concrete. File 1911

3079—GERMANY—Device for rolling filter tip cigarettes. Article is made of plastic and very light metal. **File 1918**

3429 — SWITZERLAND — Universal clamping and tightening device with automatic screwless connectors for use with rope, wire, cable, hawsers, and steel line. Covered by patent. Also **solder-free connectors** for use in the electrical and electronic field. **File 1913**

3545—GERMANY—Patented hopper or silo discharging device adaptable to almost any type of material. Allows smooth and complete discharge of material. Used in the mining, chemical, and building materials industries, transport and warehousing, as well as in the food, agricultural and feed stock industries. **File 1915**

3573—GERMANY—Programmable digital process computer with a word-length of 12 bits (plus parity bit). Basic unit has a 4 K word storage capacity which is expandable to 32 K. Relative, absolute, and indirect addressing is possible. Addressing can also be done as of constants using instructions executed as 1-word or 2-word instructions. This method results in saved memory space while maintaining a large instruction repertoire. **File 1917**

3639 — AUSTRIA — Specially equipped and planned **kitchen unit** with storage spaces so designed that utensils, appliances and supplies are electronically moved out of the storage spaces to the housewife, and are electronically returned to storage after use. **File 1914**

3821 — AUSTRIA—Water meter with components made of high-grade plastic materials and stainless steel. This is a wet-dial meter in which both the measuring mechanism and the register are immersed in water. It may be installed horizontally or vertically. Many of the components are covered by design patents. **File 1916**

Concern in Austria seeks suppliers for East Europe

Austria's largest steel company seeks cooperative arrangements with U.S. firms interested in supplying equipment to Eastern European markets. Fields of particular interest include the steel, petrochemical, inorganic chemistry, pulp and paper industries.

The Austrian concern is experienced in trading with East European countries, has good connections in this area and has completed a number of sucessful projects in the last few years. It is flexible concerning the form and nature of arrangements with U.S. companies.

Write: Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230. **P-70739.**

Pioneer group offers investment links to Yugoslav enterprises

A pioneering investment company—The International Investment Corp. for Yugoslavia, S.A. (IICY)—began operations at its administrative offices in London during January. The firm also maintains four branch offices in Yugoslavia.

The prime objective of IICY is to promote joint ventures between foreign firms and Yugoslav enterprise to increase both productivity and export levels, and to attract modern technology and management expertise. A basic function of the IICY is to assist in financial planning for investment projects. It will borrow funds to extend loans to clients, underwrite capital requirements, and provide guarantees. It will also invest its own capital.

Although the Yugoslav economy is strong and rapidly expanding (an 11% increase in the annual rate of industrial production was registered in 1969), it has been handicapped by a lower level of foreign investment than countries with less geographic and economic advantages. This is principally due to the fact that Yugoslavia was only recently opened to foreign investment and that the laws and practices governing investment offer a pattern which requires special knowledge on the part of the foreign investor.

The IICY has been created to overcome these problems. It assists foreign and local firms to join together in mutually advantageous projects on a venture capital, profit sharing basis. The IICY helps to identify and select projects, assists the participants in negotiations; and provides advisory services on management changes and needs, and on contractual, accounting and legal arrangements. It serves to overcome difficulties encountered by differences in economic organization, business terminology and language.

Specifically, the IICY seeks to explain provisions and ramifications of the investment legislation which was introduced in 1967. Yugoslav enterprises are autonomous organizations; dealings with foreign partners, therefore, fall within the domain of private international law.

A unique provision of the Yugoslav investment program relates to the investment requirement. The investment of the foreign company must be less than 50% of the invested funds in any venture. However, the law does not relate the size of an investment to the rights which an investor can acquire, including rights with regard to profits and management. Only the risks involved must be shared according to the relative financial commitments of the contracting parties.

For information, **write:** International Investment Corporation For Yugoslavia, S.A., St. Albans House, Goldsmith St., Wood St., London, E.C.2, England.

French minimum wage up

Effective July 1, the French legal houriy minimum wage was increased by 4.16% from 3.36F ($0.61) to 3.50F (0.63) by a Council of Ministers' decision. This adjustment results from the application of the new procedures for the revision of the legal minimum wage which were established in January to provide for a parallel development between the purchasing power of the minimum wage and that of the actual rates paid in industry and commerce.

XUM

UN approves 52 projects

Nine other development projects get supplemetary funds; total cost $110 million

The Governing Council of the United Nations Development Program (UNDP) at its June Session approved 52 new major per-investment projects and supplementary financing for nine others, affecting 68 developing countries and territories. The estimated total cost of the projects approved at this session is $110.9 million. Of this amount the UNDP will contribute $43.6 million; the remainder will be provided by the recipient governments.

Of the new projects, 21 are directed to the African region, 13 to Asia and the Far East, 10 the Americas, 3, Middle East 4, Europe, and one is inter-regional. There were no projects designated as "global" approved at this session.

Of the new projects, 16 are devoted to surveys and feasibility studies, with the emphasis on mineral and geological exploration, improved usage of water power, development of hydraulic and meterological power, and the improvement of transport and communications; 8 will establish or strengthen applied research centers for agriculture and industry, paying particular attention to forestry, veterinary facilities, fishery manufacturing, mining and power; 22 will help establish, expand or simply maintain national training institutions to raise standards of technical and advanced educational training; and six will be devoted to economic development planning.

In implementing these projects, the executing agencies acting on behalf of the UNDP will make field expenditures of approximately $20.6 million for expert assignments, $3.5 million for training, $7.3 million for equipment, $6.4 million for sub-contracts and $1.3 million for miscellaneous project expenditures.

In the listing below, the dollar figure refers to the estimated total cost of the project.

A summary containing background information for each project included in this list is available to U.S. firms upon request from J. L. Malone, International Liaison and Trade Opportunities Staff, (ILTO), BDSA-541 U.S. Department of Commerce, Washington, D.C. 20230. In requesting summaries for these projects, the inquirer should include the project number, country or region and the title of the projects desired, e.g., DP/SF/R.10/Add. 6 Brazil-Supplementary Assistance to the Tropical Center of Food Research and Technology, Campinas.

Please include pre-addressed stick-on labels with request.

DP/SF/R.10/Add. 1—ALGERIA: **Technical teacher training, Oran,** United Nations Educational. Scientific and Cultural Organization (UNESCO). $6,604,800.

DP/SF/R.10/Add. 2—ALGERIA: **Training of University level lecturers, National Polytechnic School, University of Algiers,** UNESCO. $3,665,400.

DP/SF/R.10/Add. 3—ARGENTINA: **Forest inventory and development** in the Northwest Food and Agriculture Organization of the UN (FAO). $1,607,300.

DP/SF/R.10/Add. 4—AUSTRALIA: **Cooperative training and development, Cooperative College, Lolaki,** Port Moresby, Territory of Papua and New Guinea, International Labor Organization (ILO). $1,127,700.

DP/SF/R.10/Add. 5—BOTSWANA: **National Vocational Training Scheme and instructor training,** ILO. $1,121,300.

DP/SF/R.10/Add. 6—BRAZIL: **Supplementary assistance to the Tropical Center of Food Research and Technology,** Campinas, FAO. $624,300.

DP/SF/R.10/Add. 7—CAMEROON: **University Center for Health Sciences (Phase II),** World Health Organization (WHO). $5,417,200.

DP/SF/R.10/Add. 8—CENTRAL AFRICAN REPUBLIC: **Investment of limestone deposits** at Fatima, UN. $297,600.

DP/SF/R.10/Add. 9—CHINA: **Plant Protection Centre,** Ta-Chun, FAO. $3,285,100.

DP/SF/R.10/Add. 10—COLOMBIA: **Centre for Civil Aviation Training,** Bogota, International Civil Aviation Organization (ICAO). $786,400.

DP/SF/R.10/Add. 11—COLOMBIA: **Postal Studies Institute,** Universal Postal Union (UPU). $593,100.

DP/SF/R.10/Add. 12—CONGO (KINSHASA). **Supplementary assistance to the National Institute for Vocational Training,** ILO. $1,447,300.

DP/SF/R.10/Add. 13—CONGO (KINSHASA): **Supplementary assistance to the Meteorological Traning Centre,** Kinshasa, World Meteorological Organization (WMO). $238,700.

DP/SF/R.10/Add. 14—CUBA: **Expansion and improvement of the Meteorological Service,** WMO. $3,537,900.

DP/SF/R.10/Add. 15—CYPRUS: **Animal Production Centre,** Margar, FAO. $3,295,000.

DP/SF/R.10/Add. 16—ETHIOPIA: **Development of the Awash Valley (Phase II),** FAO. $1,638,900.

DP/SF/R.10/Add. 17 — ETHIOPIA: **Establishment of a Post Offce Saving Bank,** UPU. $50,800.

DP/SF/R.10/Add. 18—ETHIOPIA: **Public and environmental health control,** Awash Valley, WHO. $16,300.

DP/SF/R.10/Add. 19—GHANA: **Supplementary assistance in the preparation of a master plan for water supply and sewerage for the Accra-Tema Metropolitan Area,** WHO. $253,300.

DP/SF/R.10/Add. 20—GREECE: **Exploration for uranium in Central and Eastern Macedonia and Thrace,** International Atomic Energy Agency (IAFA). $557,100.

DP/SF/R.10/Add. 21—GUINEA: **Central accounting pool for state enterprise,** UN. $34,000.

DP/SF/R.10/Add. 22—INDIA: **Television Production and Studio Technical Operations Training Center,** Poona, UNESCO. $1,841,00.

DP/SF/R.10/Add. 23—INDIA: **Expansion of the experimental satellite communication earth station** at Ahmedabad, International Telecommunications Union (ITU). $1,987,400.

DP/SF/R.10/Add. 24 — INDONESIA: **Office of Educational Development,** Djakarta, UNESCO. $1,615,900.

DP/SF/R.10/Add. 25—INDONESIA: **Master Plan for Tourism Development in Bali and related feasibility studies,** World Bank. $711,200.

DP/SF/R.10/Add. 26—KENYA: **Supplementary assistance to the Management Advisory and Training Center,** Nairobi. ILO. $234,500.

DP/SF/R.10/Add. 27 — LEBANON: **Training of personnel for the hotel and tourism industries,** ILO. $4,104,200.

DP/SF/R.10/Add. 28 — MALAGASY REPUBLIC: **Development of co-operatives,** ILO. $859,500.

DP/SF/R.10/Add. 29—MEXICO: **National Health Laboratories,** Mexico City. WHO. $3,115,100.

DP/SF/R.10/Add. 30—MOROCCO: **Development of dry-farming areas (Phase II),** FAO. $7,102,900.

DP/SF/R.10/Add. 31—NEPAL: **Training of supervisors and skilled personnel for public works,** ILO. $1,174,600.

DP/SF/R.10/Add. 32—NIGER: **Pilot agricultural development in the Dallol Maouri,** FAO. $1,483,600.

DP/SF/R.10/Add. 33—NIGERIA: **Air transportation support training and maintenance project,** ICAO. $1,625,000.

DP/SF/R.10/Add. 34—PAKISTAN: **Detailed exploration of uranium and other radioactive occurrences in the Siwalik Sandstones in the Dera Ghazi Khan District,** West Pakistan, IAEA. $859,900.

DP/SF/R.10/Add. 35 — PAKISTAN: **Feasibility study for the expansion of the Port of Karachi,** World Bank. $1,181,000.

DP/SF/R.10/Add. 36—PANAMA: **Pre-**

liminary power development survey and feasibility study, World Bank. $1,074,200.

DP/SF/R.10/Add. 37 — PARAGUAY: **Technical National Standards Institute (Phase II),** United Nations Industrial Development Organization. (UNIDO). $1,518,200.

DP/SF/R.10/Add. 38—PERU: **Planning of human resources,** ILO. $1,084,700.

DP/SF/R.10/Add. 39 — PHILIPPINES: **Training of technicians for grain industries,** FAO. $1,334,400.

DP/SF/R.10/Add. 40 — PHILIPPINES: **Board of Investment,** World Bank. $1,219,000.

DP/SF/R.10/Add. 41—ROMANIA: **Supplementary assistance to the Management Development Centre,** Bucharest, ILO. $1,918,100.

DP/SF/R.10/Add. 42 — SIERRA LEONE: **Assistance in development planning,** UN. $1,335,000.

DP/SF/R.10/Add. 43—SOUTHERN YEMEN: **Air navigation and aeronautical meteorogical facilities,** Aden, ICAO. $1,603,000.

DP/SF/R.10/Add. 44—SUDAN: **Food Processing Research Centre (Phase II),** FAO. $2,834,600.

DP/SF/R.10/Add. 45—THAILAND: **Experimental and demonstration farm for irrigated agriculture, Kalasin (Phase II),** FAO. $1,582,400.

DP/SF/R.10/Add. 46—TOGO: **Groundwater exploration in the coastal region,** UN. $714,200.

DP/SF/R.10/Add. 47—TUNISIA: **Survey of the Gafsa Basin phosphate industry,** UN. $391,500.

DP/SF/R.10/Add. 48—TURKEY: **Development of field veterinary services and regional diagnostic centres,** FAO. $2,184,300.

DP/SF/R.10/Add. 49—UNITED ARAB REPUBLIC: **Central Metallurgical Research and Development Institute,** UNIDO. $3,833,700.

DP/SF/R.10/Add. 50—UNITED KINGDOM (FIJI ISLANDS): **Local tuna fishery,** Suva, FAO. $650,200.

DP/SF/R.10/Add. 51 — TANZANIA: **College of African Wildlife Management, Mweka (Phase II),** FAO. $1,231,300.

DP/SF/R.10/Add. 52—VENEZUELA: **Training center for Telecommunication Technicians (Phase II),** ITU. $10,250,200.

DP/SF/R.10/Add. 53—YEMEN: **Water supply, Sana'a and Hodeida,** WHO. $942,900.

DP/SF/R.10/Add. 54—YUGOSLAVIA: **Physical development plan for the Northern Adriatic Region,** UN. $2,961,300.

DP/SF/R.10/Add. 55—CARIBBEAN: **Pre–investment unit in the Caribbean Development Bank,** World Bank. $2,397,600.

DP/SF/R.10/Add. 56 — REGIONAL (BOTSWANA, ETHIOPIA, KENYA, SOMALI, SUDAN, UNITED REPUBLIC OF TANZANIA AND ZAMBIA): **Pre-investment survey for the African Telecommunication Network,** ITU. $582,300.

DP/SF/R.10/Add. 57 — REGIONAL (CAMEROON, CHAD, DAHOMEY, GUINEA, IVORY COAST, MALI, NIGER, NIGERIA AND UPPER VOLTA): **Documentation Centre for the Niger Basin Commission,** UNESCO. $222,600.

DP/SF/R.10/Add. 58 — INTER/REGIONAL: **Supplementary assistance to the Desert Locust Project,** FAO. $345,000.

DP/SF/R.10/Add. 59 — INTER-REGIONAL. **Higher-level management, technical and productivity training,** ILO. $1,414,500.

DP/SF/R.10/Add. 60—CYPRUS: **Supplementary assistance for surveys, demonstration and planning of water resources utilization,** FAO. $810,000.

DP/SF/R.10/Add. 61—NIGER: **Supplementary assistance for the development of animal production and water resources in Eastern Niger,** FAO. $209,100.

Argentine chemical company, with new plant in offing, wants to represent U.S firms

A large basic chemical manufacturer in Buenos Aires desires to become an exclusive representative for American companies wishing to export to Argentina. The firm's line of activities includes: electrochemistry with hydrogen peroxide, caustic soda, chlorine, hydrochloric acid and sodium hypohlorite, petrochemicals such as methanol and its derivatives formaldehyde, para-formaldehyde, and hexamethylehetetramine, synthetic organic chlorine derivatives as 2, 4-D acid, DDT, MCPA, etc., agricultural pesticides formulations, and the manufacture of acetic acid and its esters.

The end of 1970 should see the inauguration of a new hydrogen peroxide plant able to produce 7,420 tons per year of 100 vol. using the auto-oxidation chemical process. Interested American firms should write Atanor S. A. M., Lavalle 348, Buenos Aires. WTD 1/70.

Melbourne, Australia seek bids on project for redevelopment of central business district

Bids are requested for redevelopment of part of the central business district of the city of Box Hill, an outer Melbourne suburb, on approximately 3.59 acres. The undertaking includes a department store, retail shops and facilities, parking areas, access roads, pedestrian thoroughfares, lighting, etc.

The project involves the design and construction of the shopping center and operating the complex on a 99-year lease from the city, which remains the owner. The successful firm may either operate the shopping complex itself or sub-let the facilities, subject to city approval.

The value of the tender is stated to be between $A 3-3.5 million ($A 1 equals approximately $US. 1.12).

Bid deadline for the project, known as Box Hill Planning Scheme 1965, is October 31, extended from July 15.

Tender documents are available at $A 4 per set from The Town Clerk, Town Hall, Box Hill Victoria 3128, Australia. The approximate airmail cost to the United States is $A 4.40 per set. One set is available for review in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

Prequalifiers sought for highway projects by Yugoslav agency

Yugoslavian highway authorities have called for prequalification data from firms interested in bidding on four major highway construction projects: Novi Sad-Belgrade (59 kilometers), Pec-Pristina Pepeljevac (68 kilometers), Bar-Ulcinj (24 kilometers), and Zenica-Saravejo (65 kilometers). The works include construction of roadways, culverts, bridges, viaducts, overpasses, tunnels, drainage systems and access ramps.

Interested U.S. firms should furnish the following information before the August 25 deadline: a) general data (name of company, location of headquarters, major fields of activity); b) general information on equipment and machinery employed (type, value, age) as well as methods used by company in executing projects; c) description of identical or similar works performed during the past 5 years, with photographs; d) references for at least 3 similar projects containing data on size and specific technical features; e) documentation of financial structure and ability; f) description of executive-technical staff and number of specialized and skilled labor employed; g) names of design firms to execute designs of various structures plus data on similar designs completed by these firms; h) registration document showing the company's field of activity, and statement from competent authority that contractor is operating in conformity with U.S. law (statements must be less than 60 days old); i) bank statement showing amount of bidder's capital and attesting to its "regularity of work"; j) in the case of a bidding consortium, copy of joint agreement document and evidence that consortium is registered; k) statement that bidder will fully respect Yugoslav laws, recognize all courts and government authorities as solely competent; l) references from bidder's bank; m) statement certifying value and location of works carried out abroad; and n) verified signature list of representatives authorized to sign for firm.

Prequalification information should be sent to the following: for Novi Sad-Belgrade: Highway Council of S.A.P. Vojvodina, Bulevar Marsela Tita B. B., Novi Sad; for Pec-Pristina-Pepeljevac: "PUT", Pristina; for Zenica-Sarajevo: Republicki Fond za Puteve (Republic Road Fund), Sarajevo; for Bar-Ulcinj: Road Enterprise "Titograd", Hercegovack 72, Titograd.

A full set of prequalification materials, including reference forms to be completed, maps, technical details, charts, etc., is being sent by the American Embassy in Belgrade to the U.S. Department of Commerce. For information, contact the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

XUM

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01130—GERMANY—Food grains, including rough-ground oil seeds suitable for manufacture of animal, poultry feed. Agrarhandel GmbH (importer, distributor), 7 Stuttgart 1, Heilbronner Strasse 142-150. WTD 7/70.

01140—GERMANY—Raw tobacco for cigars, cigarillos. Direct purchase and agency. Correspondence requested in German. Blauband Zigarren & Stumpenfabriken (manufacturer, exporter), 7701 Watterdingen, Kreis Konstanz a.B. WTD 3/70.

01130—GERMANY—Corn; U.S. yellow corn 3 in bulk (500 to 1,000 tons). Prices c.i.f. Rotterdam only. Other quotations not desired; replies from U.S. principals only. Rheinische Kraftfutterwerke GmbH (importer, manufacturer), 5 Duisburger Strasse, 404 Neuss. WTD 5/70.

01130 — NETHERLANDS — Green and yellow peas, rice, buckwheat, ground nuts, lentils, etc. Direct purchase and/or agency for Common Market area. Lenersan-Poortman N.V. (attn: Mr. M. van der Kraan) (importer, distributor, exporter), 2 Ungerplein, or P.O. Box 889, Rotterdam. WTD 5/70.

01190—NETHERLANDS—Linseed, rapeseed, canary seed, milletseed, sunflower seed, hempseed, etc. Direct purchase and/or agency for Common Market area. Lenersan-Poortman N.V. (attn: Mr. M. van der Kraan) (importer, distributor, exporter), 2 Ungerplein, or P.O. Box 889, Rotterdam. WTD 5/70.

012 Fruit, tree nut, vegetable farms

● **01200—ALGERIA**—The Ministry of Agriculture & Agrarian Reforms announced a call for bids for various trees during next 10 years. Requirement per year of citrus trees, 600-900; olive, 500-750; fig, 200-650; almond, 200; stone, 450-750; pip, 1500-2500. Send bids to: Ministere de l'Agriculture, et de la Reforme Agraire, Direction de la Production Vegetale, 12, Bd. Colonel Amirouche, Alger (Algeria). Bid envelope should mention: "Appel d'Offres Development de la Production Fruitiere, Creation de pepinieres, ne pas ouvrir." Specifications may be obtained from the Embassy of the Republic of Guinea, Algerian Interests Section, 2118 Kalorama Rd., NW., Washington, D.C. 20008 (202-234-7246).

131 Crude petroleum, natural gas

● **13100—BURMA**—Myanma Oil Corp., Rangoon, has issued tender for 257,000 long tons (plus or minus 10%) of crude petroleum. Shipment—22,000 long tons monthly during Oct. 1970 through Jan. 1971; 20,000 long tons monthly during Feb. 1971 through April 1971; 21,000 long tons during May 1971, and 22,000 long tons monthly during June through Sept. 1971. Tender No. YAWAMA/CRUDE/70-71; bid deadline 4 pm local time Aug. 20. Marketing Manager, Myanma Oil Corp., P.O. Box 1049, 622—Merchant St., Rangoon, Burma. Petroleum and Coal Division, BSDA 673, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2355).

195 Small arms

19512 — LIECHTENSTEIN — Sporting, hunting firearms: pistols, revolvers, rifles, shot guns, single, double barrel. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

201 Meat products

20114—GERMANY—Pork liver, kidneys; frozen. Prices c.i.f. European ports. Fritz Velten GmbH (importer, distributor, manufacturer), 22 Allee Strasse, 43 Essen-Steele. WTD 6/70.

20118—GERMANY—Canned meats. Requests prices c.i.f. European ports. Direct purchase and agency. Peter Mayer KG (importer, agent), Rheinauhafen, Halle 4, Postfach 230142, 5 Koeln 1. WTD 7/70.

202 Dairy products

20261—SWITZERLAND—Creams, simi-

lar new-to-market fluid foodstuffs for aerosols. Autochemie AG, Attn: A. Ch. Dick (agent), P.O. Box 1, 4133 Pratteln. WTD 8/69.

203 Canning, preserving foods

20310—GERMANY—Canned fish products. Request prices c.i.f. European ports. Direct purchase and agency. Peter Mayer KG (importer, agent), Rheinauhafen, Halle 4, Postfach 230142. WTD. 7/70.

20331—GERMANY—Canned fruit. Requests price c.i.f. European ports. Direct purchase and agency. Peter Mayer KG (importer, agent), Rheinauhafen, Halle 4, Postfach 230142, 5 Koeln 1. WTD 7/70.

20332—GERMANY—Canned vegetables. Requests prices c.i.f. European ports. Direct purchase and agency. Peter Mayer KG (importer, agent), Rheinauhafen, Halle 4, Postfach 230142, 5 Koeln 1. WTD 7/70.

20336 — SWITZERLAND — Sauces, similar new-to-market foodstuffs suitable for aerosols. Autochemie AG, Attn: A. Ch. Dick (agent), P.O. Box 1, 4133 Pratteln. WTD 8/69.

20361—SPAIN—Frozen fish, other seafood. Correspondence requested in Spanish and/or French. Frigorificos Los, S.L. (importer, distributor), Papa Alejandro VI, 4, Valencia (5). WTD 7/70.

206 Sugar

20610—LEBANON—Granulated cane sugar. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

207 Confectionery

20716—GERMANY—Peanuts, whole and peeled; hazelnuts, whole and peeled; almonds, whole and peeled. Direct purchase and agency. Peter Jans (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

221 Broad woven fabric mills, cotton

22117 — NETHERLANDS — Printed and unprinted bonded cotton fabrics, suitable for dressmaking. N. V. Confectie Industrie Monpti (manufacturer), 28 Herengracht, Amsterdam. WD 7/70.

222 Manmade fabrics

22218 — NETHERLANDS — Printed and unprinted bonded manmade fiber fabrics, suitable for dressmaking. N. V. Confectie Industrie Monpti (manufacturer), 28 Herengracht, Amsterdam. WTD 7/70.

228 Yarn, thread mills, products

● 22800—BURMA—1 million lbs. of 1/40 combed grey warp yarn on hard paper cone to be supplied in five equal monthly shipments beginning with the first month after receipt of letter of credit. Tender No. 1 (Textile 7/71); bid deadline Aug. 31. Chairman, Textile Mills, I.D.C., Thamaing, Rangoon, Union of Burma. Copies of tender documents available from Office of Textiles, BDSA-684, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5238).

232 Men's, youths', boys' clothing

23291—LIECHTENSTEIN—Men's, boys sport clothing, lumber jackets, alpinists' clothing, men's hunting coats, vests. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

239 Fabricated textile products

23910—SWITZERLAND—Draperies, upper-priced. Mader Wohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

23990—FRANCE—Automobile seat covers, seat and safety belts, including shoulder harnesses. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

242 Sawmills, planing mills

24210—ITALY—Lumber, other saw mills, planing mills products. F.lli Oliva & Accardi (importer, distributor, manufacturer), 123 Viale Risorgimento (Via Stazione), 90121 Campobello di Mazara (Prov. Trapani). WTD 7/70.

24212 — ITALY — Hemlock, douglas-fir, pitch-pine, other American lumbers. Dott. Felice Gianneri (importer, distributor), Via Francesco Crispi 133, 95131 Catania. WTD 7/70.

249 Wood products

24991 — AUSTRIA — Borders, moldings and ledges for furniture and picture frames; novelties for picture framing trade. Zoehrer K.G. (importer, distributor, wholesaler, manufacturer, exporter), Burggasse 10-12, P.O. Box 48, A-6130 Schwaz, Tyrol. WTD in preparation.

251 Household furniture

25112 — SWITZERLAND — Wood living room, hall, library furniture; Early American, colonial, styles, upper-priced. Mader Wohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

25113 — SWITZERLAND — Wood dining room furniture; Early American, colonial, styles, upper-priced. Mader Wohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

25115—SWITZERLAND—Wood bedroom furniture; Early American, colonial, styles, upper-priced. Mader Wohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

25117—SWITZERLAND—Wood outdoor furniture, relaxing chairs; upper-priced. Mader Kohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

25121 — SWITZERLAND — Upholstered wood household furniture, reclining chairs, rockers. Mader Kohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

25143 — SWITZERLAND — Metal lawn outdoor furniture, upper-priced. Mader Wohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

252 Office furniture

25210 — GERMANY — Furniture for punchcard systems, data processing systems, office furniture of all kinds. Prices c.i.f. Hamburg or Bremen. Direct purchase and agency. Geneal- Bueromoebelfabrik Gebr. Neuhaus (distributor, manufacturer), Postfach 108, 4323 Altendorf/Ruhr. WTD 6/70.

25223—GERMANY—Filing systems and filing cabinets. Prices c.i.f. Hamburg or Bremen. Direct purchase and agency. Geneal-Bueromoebelfabrik Gebr. Neuhaus (distributor, manufacturer), Postfach 108, 4323 Altendorf/Ruhr. WTD 6/70.

259 Furniture, fixtures

25911—GERMANY—Window shades and accessories made of metal and plastic; curtain rods, metal and plastic. Prices c.i.f. European ports. Direct purchase and agency. Semer KG (importer, distributor, manufacturer), 106 Eberhard-Hoesch-Str., 516 Dueren. WTD 7/70.

262 Paper mills, products

● 26200—IRAN—Iranian Tobacco Co. requires 250 tons white paper in sheets, dimensions 90 x 72 cms (short grain), substance 80 gr./M² (± 2 grams), weight of each bale 150-200 kg. Prices should be quoted on net weight basis; bidders should provide 5-kg. sample with bid for testing purposes. Bid deadline Sept. 9. Copy of tender with sample available from Forest Products & Packaging Div, BDSA-625, Room 5099, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-3530).

● 26200—IRAN—Iranian Tobacco Co. requires 100 tons white paper in bobbins with one side glossed and one side coarse. Substance to be 90 grams/M² (± 2 grams), core diameter 120 mm, bobbin width 326m, and bobbin weight 125-150 kg. Prices should be quoted on gross weight basis; bidders should provide 5-kg. sample with their bids. Bid deadline Sept. 13. Copy of tender with small sample available from Forest Products and Packaging Division, BDSA-625, Room 5099, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3530).

● 26200—IRAN—Iranian Paper Co. requires 100 tons of yellow paper and 100 tons of blue paper in bobbins, bobbin width 492 mm, substance 110 gr/m² ± 5 gr., core diameter 150 mm, bobbin weight 200-250 kg. (± 5 grams). Prices should be quoted on gross weight basis; bidders should provide 5 kg. sample with their bid for testing purposes. Bid deadline is Sept. 16. Copy of tender with small sample available from Forest Products & Packaging Division, BDSA-625, Room 5099, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-3530).

26215—BOLIVIA—Paper, fine paper, including thin paper. Discolandia, Dueri & Cia. Ltda. (importer, manufacturer), Calle Potosi 814, P.O. Box 1678, La Paz. WTD 6/70

264 Paperboard products

26495 — NETHERLANDS — High-quality display and decoration materials. Exclusive representations on direct or commission basis, for Netherlands or Benelux countries. Van Delft Papier N.V. (importer, distributor), P.O. Box 1, 781 Graafseweg, Wijchen bij Nijmegen. WTD in preparation.

XUM

265 Paperboard containers, boxes

26543—NETHERLANDS—Deluxe paper, plastic and carton containers and packaging materials for bakery products. Exclusive representations requested on direct or commission basis for sale in Netherlands or Benelux countries. Van Delft Papier N.V. (importer, distributor), P.O. Box 1, 781 Graafseweg, Wijchen bij Nijmegen. WTD in preparation.

281 Industrial chemicals

● 28100—INDONESIA—Ammonium sulfate 5,160 metric tons, minimum 21% N.; rock natural phosphate, 2,627 m.t., 25% P_2O_5 on dry matter; muriate of potash (KCL) 60% K_2O, 5,279 m.t., and mineral magnesium sulfate (Kiesente) 26% MGO, 3,447 m.t. Tender No. 587/DIM/70; bid deadline Aug. 19. Ministry of Trade, Republic of Indonesia, Directorate of Import, 87 Djalan Abdul Muis, Djakarta. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3465). Tender with specifications enroute from Indonesia to Chemicals Division, arrival date unknown.

● 28100 — IRAN — Carbide, 50,000 kgs., good quality lump in 100 kgs. capacity drums; lump dimensions: 80x50M/M., purity 80-85%. Tender No. 664/49; bid deadline 9 a.m., Sept. 21. Iranian State Railways, Tehran. Tender with specifications available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5496). A copy of tender will also be available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 45 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28124 — BOLIVIA — Sodium carbonate. Correspondence requested in Spanish. Fabrica Nacional de Vidrios y Cristales S.A. (importer), Av. Vasquez 863, P.O. Box 616, La Paz. WTD 6/70

28183—GUATEMALA—Rubber processing chemicals Correspondence requested in Spanish. Llantas Gigantes de Guatemala—T. Armin Coutino y Conduena (importer, manufacturer), Blvd. Liberacion 5-55, Zona 9, Guatemala City. WTD 7/70.

28183 — NETHERLANDS — Citric acid. Representations for Benelux countries. Hoogeboom Chemi-Techniek N.V. (importer), Oude Gracht 284-288, Utrecht. WTD in preparation.

28183 — TAIWAN — Methyl salicylate U.S.P., methyl cellulose, stearic acid, perfume and aromatic chemicals. Eastern Co. Ltd. (importer, agent), 71 Hankow St., Section 1 (P.O. Box 58021), Taipei. WTD 6/70.

28185—NETHERLANDS—Solvents. Representations for Benelux countries. Hoogenboom Chemie-Techniek N.V. (importer), Oude Gracht 284-288, Utrecht. WTD in preparation.

28199 — TAIWAN — Calcium phosphate. Eastern Co., Ltd. (importer, agent), 71 Hankow St., Section 1 (P.O. Box 58021), Taipei. WTD 6/70.

282 Synthetic materials

28211 — AUSTRALIA — Plastic tubing; clear plastic, autoclavable, chemically clean non-toxic for use with suction apparatus; diameter 23/64" I.D. flexible yet capable of withstanding at least 25" Hg vacuum when bent through 3" diameter circle; must be anti-static with conducting strip in contact with inside of tube. Usage 30,00 ft. per annum. J. H. Boorne, Managing Dir., H. I. Clements Pty. Ltd. (importer, manufacturer, agent), P.O. Box 208, Crows Nest, N.S.W. 2065. WTD 6/70.

28211 — GUATEMALA — Plastics film (P.V.C.), pharmaceutical grade, suitable for melding with aluminum foil for packing medicinal tablets. Pharmakon, S.A. (manufacturer), 35 Calle "A" 3-40, Zona 8, P.O. Box 1460, Guatemala City. WTD 7/70.

28242—BOLIVIA—Polyvinylidene chloride in granulated or cake shape for record manufacturing. Discolandia, Dueri & Cia. Ltda. (importer, manufacturer), Calle Potosi 814, P.O. Box 1678, La Paz. WTD 6/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28424—SWITZERLAND — New-to-market cleaning and polishing preparations for household, industrial, other applications for aerosols. Autochemie AG, Attn: Mr. A. Ch. Dick (agent), P.O. Box 1, 4133 Pratteln. WTD 8/69.

28440—CANADA—Inexpensive perfume with fancy labels in fancy bottles 1 oz; 1½ oz; and 2 oz; shampoos. A. J. Dunne Ltd. (importer, distributor, agent), P.O. Box 415, St. John's, Newfoundland. WTD in preparation.

28440—SWITZERLAND — New-to-market cosmetic preparations, toiletries, perfumes, etc., for aerosols. Autochemie AG Attn: Mr. A. Ch. Dick (agent), P.O. Box 1, 4133 Pratteln. WTD 8/69.

287 Agricultural chemicals

● 28700—IVORY COAST—Urea 265 metric tons, potassium chloride 2,950 m.t., and bicalcium phosphate 35 m.t. Complete specifications can be obtained from the Embassy of Ivory Coast, 2424 Massachusetts Ave., Washington, D.C. They can be purchased in PALMIVOIRE, B.P. 2049, Abidjan, for 2,000 francs CFA ($7.25). Tender No. Palm 34; bid deadline Oct. 16. Offers must be submitted in French. PALMIVOIRE (Service des Marche's) B.P. 2049 Abidjan.

289 Chemical products

28930—BOLIVIA—Inks, lithographic and offset. Discolandia, Dueri & Cia. Ltda. (importer, manufacturer), Calle Potosi 814, P.O. Box 1678, La Paz. WTD 6/70.

28993—TAIWAN—Essential oils. Eastern Co., Ltd. (importer, agent), 71 Hankow St., Section 1 (P.O. Box 58021), Taipei. WTD 6/70.

291 Petroleum refining

29110 — TAIWAN — Petrolatum U.S.P., white and yellow. Eastern Co., Ltd. (importer, agent), 71 Hankow St., Section 1 (P.O. Box 58021), Taipei. WTD 6/70.

295 Paving, roofing materials

29523—FRANCE—Asphalt shingles. Direct purchase and agency. Morard & Fils S.A. (manufacturer), 34 rue de Geneve, 73 Aix-les-Bains. WTD 7/70.

307 Fabricated products

● 30700—INDIA—Plastic Tubing, 16,500 meters. Tender invited by Chief Purchasing Officer, Beas Purchase Organisation, Talwara Township, Dist. Hoshiarpur, Punjab. Bid deadline Aug. 20; Tender No. 1158/BPO/PR/56543/I - 595. Documents available from India Supply Mission, 2536 Massachusetts Ave., NW. Washington, D.C. 20008.

30794—NETHERLANDS—Deluxe plastic packaging materials for bakery products. Exclusive representations on direct or commission basis for sales in Netherlands or Benelux countries. Van Delft Papier N.V. (importer, distributor), P.O. Box 1, 781 Graafseweg, Wijchen bij Nijmegen. WTD in preparation.

322 Glass, glassware

32210—GUATEMALA—Narrow neck fine glass containers for perfumes, with glass top; ½, 1, and 2 oz. capacity. Pharmakon, S.A. (manufacturer), 36 Calle "A" 3-40, Zona 8, P.O. Box 1460, Guatemala City. WTD 7/70.

325 Structural clay products

32550—BOLIVIA—Refractories, clay, insulating and castable. Correspondence requested in Spanish. Fabrica Nacional de Vidrios y Cristales S.A. (importer), Av. Vasquez 863, P.O. Box 616, La Paz. WTD 6/70.

326 Pottery, related products

32620—ISRAEL—Cooking ware, earthenware table and kitchen articles for preparing, serving or storing food and drink in hospitals, manuacturing plants. The Palestine Orient Co. Ltd. (importer, distributor (wholesale)), 4 Herzl St., P.O. Box 230, Tel Aviv. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

32911—NETHERLANDS—Abrasive powders. Representations requested on direct or commission basis for Benelux countries. INCO Industrial Consumables (importer, distributor, agent), 100 Burgemeester Martenslaan, P.O. Box 31, Amersfoort. WTD in preparation.

331 Steel mill products

● 33100—INDIA—Supply of 185 stainless steel clad plates of various specs & sizes. Tender No. 1162/BPO/56531/W-1434; bid deadline Sept. 24. Beas Purchase Organization, Punjab. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-4412).

● 33100—IRAN—20,000 pcs. (A) type 4 and 6-holed fish-plates of various specs. Tender No. 60149; bid deadline Sept. 12. Iranian State Railways, Tehran. Copies of tender documents available from Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

● 33100—TURKEY—9,044 ea. type-1, ordinary tubes of various specs. & sizes. Tender for "Supply of Ordinary and Superheater Pipes;" bid deadline Sept. 10. Deniz Kuvvetleri Komutanligi, Ankara. Copies of tender documents available from Deniz Kuvvetleri Komutanligi, Ikmal Dairesi Baskanligi, Tedarik Sube Mudurlugu, Ankara.

33127—PHILIPPINES—Wood bandsaw strip steel: C 0.75-0.85; SI 0.35 MAX; Mn 0.50; P 0.30 MAX S 0.030 MAX; Cu 0.25 MAX; Ni 1.30-2.00 tensile strength 137 kg/mm² or 195000 lbs/sq. in. List of sizes in inches and mm available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Philippine Saw & Knife Co., Inc. (importer, distributor), 3269-B General Lacuna St., Bangkal, Makati, Rizal. WTD in preparation.

331 Coke

33100—ZAMBIA—5,000 metric tons of coke and 6,250 metric tons of coke breeze per mo. for a period of up to 5 yrs. Tenderers may quote for whole or portion of supply. Tenders should be sent in sealed envelopes to Chief Buyer, Anglo American Corp. (Central Africa) Ltd., P.O. Box 172, Kitwe, Zambia, and be received prior to Aug. 20. Refer to enquiry number C862K23.

332 Iron, steel foundries

33213—GUATEMALA—Cast iron soil pipe and fittings, 5' to 9' lengths, 3", 5" and over inside diameter. Distribuidora de Materiales (importer, distributor, retailer), 9a. Avenida 12-30, Zona 1, Guatemala City. WTD 7/70.

33220—PAKISTAN—Cast iron for manufacturing piston rings having following composition: carbon 3.5 to 3.9%; silicon 2.2 to 3.1%; manganese 0.4 to 0.8%; sulphur 0.13% max.; phosphorus 0.3 to 0.8%; vanadium 0.05 to 0.15%. M. Shah Muhammad & Sons (importer, manufacturer), Outside Pak Gate, Multan. Cable: SHAHSONS. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

33397—PHILIPPINES — Silicon manganese, 50 tons: grade #1—Mn—65-70; Si—16-20; C—2.0 maximum; P—.30 maximum; S—.03 maximum. Marcelo Steel Corp. (manufacturer), Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in preparation.

334 Secondary smelting, refining of nonferrous metals

33413—NETHERLANDS—Solder. Representations or agencies requested for Benelux. INCO Industrial Consumables. (importer, distributor, agent), 100 Burgemeester Martenslaan, P.O. Box 31, Amersfoot. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● 33500—ARGENTINA—Supply of underground armored cables with aluminum and copper connectors for 1.1 and 13.2 KV. Tender No. 48640, bid deadline Aug. 31. Contact Departamento De Compras, Suministros Y Transportes, San Jose 140, 4th Piso, Buenos Aires.

● 33500 — ETHOPIA — Supply of wire bronze polythene insulated 1PXO.8 m/m, one million meters. Tender No. 8/ 70, bid deadline Aug. 31. Contact Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa. Bids should be marked "Tender for Wire Bronze Polythene Insulated."

33522—FRENCH WEST INDIES—Aluminum sheeting for use in manufacture of "Miami" type jalousies. Chantiers Audebert & Cie (importer, manufacturer, agent), B.P. 89, Pointe-a-Pitre, Guadeloupe. WTD in preparation.

33523—GUATEMALA — Aluminum foil, plain, unprinted, suitable for melding with P.V.C. plastics film for packing medicinal tablets. Pharmakon, S.A. (manufacturer), 36 Calle "A" 3-40, Zona 8, P.O. Box 1460, Guatemala City. WTD 7/70.

33572—NETHERLANDS—Manganin: 86 Cu, 2 Ni, 12 Mn; spec. res. 0.43 Ohm/mm²/m; Isothan: 54 Cu, 45 Ni, 1 Mn; spec. res. 0.50 Ohm/mm²/m; in ribbon: 0.05-0.20 mm thickness, 0.5-10 mm width; in wire: 0.04-0.30 mm; temp. coeff.: appr. 10 x 10^{-6}/°C (between 15-50 °C) (manganin). Direct purchase or agency. Agentuur en Handelmaatschappij G.W.J.J. van Delden (att. Mr. D. Ras) (manufacturer, agent), 46 Burg. Colijnstraat, Boskoop. WTD 6/70.

33578—PHILIPPINES — Flexible power cable with terminal lugs from transformer bus bar to terminal of electrode carriage—complete set with insulator separate block for cables; copper contactor inserts for 3 electrodes—5 sets; electrode cooling gland and seals on furnace roof—5 sets with seals. Marcelo Steel Corp. (manufacturer). Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in preparation.

339 Primary metal industries

● 33900 — TUNISIA — 1,234,000 elastic steel reinforced washers needed for railroad superstructure. Tender No. 8, bid deadline Sept. 23. Societe Nationale des Chemins de Fer Tunisiens (SNCFT) 67, Avenue Farhat Hached, Tunis.

● 34200—PAKISTAN—Catalogs, price lists for mobile workshop and maintenance unit containing machine tools to facilitate the manufacture and fabrication of small parts and do welding (gas and electric), forging, tire repairing, lathe works and servicing of maintenance equipment. Mr. Maudud Ahmed, Superintending Engineer, Spares and Equipment Control, Roads and Highways Directorate, Government of East Pakistan, 108 Motijheel Commercial Area, Dacca-2. Limited additional information is available on a loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-5585).

34295 — LIECHTENSTEIN — Camping hardware, novelties. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

342 Cutlery, hand tools, general hardware

34231—FRANCE—Mechanics' hand service tools. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

34232—FRANCE—Hand & edge tools. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

34233—FRANCE—Files, rasps, all types of hand tools. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

34294 — FRANCE — Builders' hardware. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

343 Heating apparatus, plumbing fixtures

34336—NETHERLANDS—Gas burners, other gas apparatus for industrial use. Representations requested for Western Europe. Hoogenboom Chemie-Techniek N.V. (importer), Oude Gracht 284-288, Utrecht. WTD in preparation.

34336—PHILIPPINES — Troydal burner for one electric arc furnace of Daido Lectromelt OT type. Marcelo Steel Corp. (manufacturer), Northern Hills, Malahon, Rizal, P.O. Box 2956, Manila. WTD in preparation.

344 Fabricated structural metal products

34431 — PHILIPPINES — Bottom stool (plate for casting 40 pcs. twin 180 kgs. rectangular form ingot molds), 4 pieces. Heat exchanger, water cooled for 5,000 KVA oil immersed water cooled transformer of following specifications: G.E. (or equivalent)—furnace transformer, 5,000 KVA at 55° rise continuous duty, indoor type, oil immersed, water cooled, 3-phase, 60-cycles, 13,800 V. volt class OW-T, with tap charging equipment no load. Equipped with iron cored reactor to give total of 25% reactance, including inherent impedance having straight line current characteristic up to 250% of full load. To be quoted as complete unit including: transformer oil pump of 440 V. AC, 30, 60 cycles; oil to water heat exchanger; differential pressure relay and gage; strainers; controls and alarms to panels and circuit breaker. Marcelo Steel Corp. (manufacturer), Northern Hills, Malabon Rizal, P.O. Box 2956, Manila. WTD in preparation.

345 Screw machine products

● 34500—IRAN—supply of various sizes and quantities of hexagon nuts. Tender No. 763/49; bid deadline Sept. 26. Iranian State Railways, Tehran. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-5585).

● 34500—IRAN—supply of various sizes and types of hexagon-head bolts and nuts. Tender No. 796/49, bid deadline Oct. 3. Iranian State Railways, Tehran. Copies of the specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-5585).

346 Metal stampings

34610—AUSTRIA—Household and kitchen utensils, appliances other than electric kitchen machines. Jos. Greussing (Kuechen-Greussing) (importer, distributor, agent), P.O. Box 191, A-6901 Bregenz. WTD in preparation.

349 Fabricated metal products

34944—FRANCE—Plumbing and heating valves, angles, couplings. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

XUM

34990 — LIECHTENSTEIN — Gadgets, metal novelties, household, suitable for mail order business. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

34990—PHILIPPINES — Electro magnet for scrap yard and melt shop area, circular type—4 sets. Capacity—39" diameter-broken scrap—1 ton; voltage—440 D.C.; control—to be supplied and mounted on overhead crane cable lines and coupling enough for 14 meters floor lift; condition—up to 400°C operating condition. Electro magnet for scrap yard and melt shop area, circular type—2 sets. Capacity—39" diameter—1 ton broken scrap; voltage—220 V. AC supply to be converted to D.C. by silicon diode rectifier mounted and controlled from overhead crane cab.; control—AC and D.C. control to be supplied including electric cable and couplings for an overcrane operating height of 8 meters with automatic cable reelers. Marcelo Steel Corp. (manufacturer), Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in preparation.

352 Farm machinery

35222 — NETHERLANDS — Farm dairy machines, milking machines, etc. Exclusive representations for Benelux countries, West Germany. Meko Holland N.V. (importer, exporter), Industrieweg 47, Assen. WTD in preparation.

35228—ITALY—Wind frost protecting machinery, equipment. Agricolure Industrial Development, S.p.A. (importer, manufacturer, other (specify)—installation and servicing farm equipment, machinery), Viale Vittorio Veneto 7, 95129 Catania. WTD 7/70.

35228 — PAKISTAN — Farm poultry equipment, including attachments. MAF Traders (poultry raisers), 22 MacLagan Road, Lahore. WTD 7/70.

353 Construction, mining, materials handling machinery, equipment

35318 — GERMANY — New and used mounted cranes (automobile and mobile from 5 to 100 tons). Requests price quotations c.i.f. German ports. Hans-Walter Richter GmbH., Autokrane (importer, dealer), 1 Berkhaeuserstrasse, 435 Recklinghausen. WTD 6/70.

35321—IRAN—Equipment for both recovery of ore and for processing, refining of lead in plant with capacity of approximately 300 tons a day. Allied Supply Co. Ltd. (distributor, agent), 225 Sepahbod Zahedi Ave., Tehran. WTD 7/70.

35351—NETHERLANDS—Materials handling equipment, conveyors, conveying equipment. Exclusive representations. Landre & Glinderman N.V. (importer), Visseringweg 40, P.O. Box 187, Diemen. WTD in preparation.

35360—NETHERLANDS—All kinds of materials handling equipment, hoists, cranes, etc. Exclusive representations. Landre & Glinderman N.V. (importer), Visseringweg 40, P.O. Box 187, Diemen. WTD in preparation.

354 Metalworking machinery

35410—GERMANY—Machines, all types for machine tool industry. Prices c.i.f. European ports. Direct purchase and/or agency. Loewe Ohg, Gebr. (agent), 57 Benzenbergstr., 4 Dusseldorf-Bilk. WTD 6/70.

35410—NETHERLANDS—Machine tools. Exclusive representations. Landre & Glinderman N.V. (importer), Visseringweg 40, P.O. Box 187, Diemen. WTD in preparation.

35418 — FRANCE — Machine tools designed primarily for home workshops, such as drilling machines, grinding machines, polishing machines, lathes, sawing machines, metalworking and metal cutting type machine tools. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

35420—MALAWI—Key-cutting machines to make replacement door and auto ignition keys, hand/power operated. City Electrical Contracts Ltd. (importer, retailer, electrical contractors), Downs House, Victoria Ave., P.O. Box 564, Blantyre. WTD 7/70.

35442 — BOLIVIA — Molds, industrial, glass products. Correspondence requested in Spanish. Fabrica Nacional de Vidrios y Cristales S.A. (importer), Av. Vasquez 863, P.O. Box 616, La Paz. WTD 6/70.

35442 — PHILIPPINES — Ingot molds, twin 180 kgs., rectangular form—360 pieces. Marcelo Steel Corp. (manufacturer), Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in preparation.

35452 — LIECHTENSTEIN — Optical measuring devices, precision measuring tools. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

35482—MALAWI—Drills, hand-operated, electric powered (230-250 cycle), for wood and metal work. Catalogs, prices in £ sterling requested. City Electrical Contracts, Ltd. (importer, retailer, electrical contractors), Downs House, Victoria Ave., P.O. Box 564, Blantyre. WTD 7/70.

35483 — NETHERLANDS — Welding equipment, materials. Exclusive representations for Benelux countries. Hoogenboom Chemie-Techniek N.V. (importer), Oude Gracht 284-288, Utrecht. WTD in preparation.

355 Special industry machinery

35513—ITALY—Machinery and equipment for preparing, preserving, canning food, mostly vegetables and fruits. F.lli Oliva & Accardi (importer, distributor, manufacturer), 123 Viale Risorgimento (Via Stazione), 91021 Campobello di Mazara (Prov. Trapani). WTD 7/70.

35513 — PHILIPPINES — Packing and packaging machinery for foodstuffs, drugs, related items. Maher Graphic Machinery, Inc. (importer, distributor, retailer), 36 T. Morato Ave., Quezon City, P.O. Box 435, Manila. WTD in preparation.

35513 — PHILIPPINES — Packing plant for tuna fish (solid, grated and meal) with complete equipment; 30 to 50 metric tons a day, 12-hr. operation, capacity; can size —307 x 113. Ed A. Keller & Co., Ltd. (importer, distributor, manufacturer, agent), 2723 Pacong Tamo Ext., Makati, Rizal, Commercial Center P.O. Box 452, Makati, Rizal D-708. WTD in preparation.

35521 — NETHERLANDS — Household type knitting machines. Exclusive sales rights requested for Netherlands or Benelux countries. Maschmeijer & Co. N.V. (importer), 770-772 Prinsengracht, Amsterdam. WTD 7/70.

35540 — AUSTRALIA — Paper baling press. Hines Metals Pty. Ltd. (importer, distributor, second hand merchant), Wingfield Rd., Box 1707 N, GPO, Adelaide, South Australia. WTD 7/70.

35552 — BOLIVIA — Platemaking equipment, photoengraving and lithographing. Discolandia, Dueri & Cia. Ltda. (importer, manufacturer), Calle Potosi 814, P.O. Box 1678, La Paz. WTD 6/70.

35595—BOLIVIA—Glass-making machinery, equipment. Correspondence requested in Spanish. Fabrica Nacional de Vidrios y Cristales S.A. (importer), Av. Vasquez 863, P.O. Box 616, La Paz. WTD 6/70.

356 General industrial machinery

35690—GERMANY—Filters for home swimming pools. Prices c.i.f. European ports. Kleyer KG, Otto (importer, distributor), 12a Luebbecker Strasse, Postfach 1660, 4950 Minden. WTD 4/70.

358 Service industry machines

35852—NETHERLANDS—Room airconditioners. Representations requested, possibly license arrangements. Nieuwenhuizen N.V. (contractors), Lieven de Keylaan 15, Heemstede. WTD in preparation.

35853 — NETHERLANDS — Farm and dairy milk coolers. Exclusive representations for Benelux countries, West Germany. Meko Holland N.V. (importer, exporter), Industrieweg 47, Assen. WTD in preparation.

35857—KOREA—Central air cooling system for unitary building; suction, 350 HP, one complete system. Direct purchase and agency. Sung Pung Enterprise Co. (importer, distributor, agent), I.P.O. Box 2089, Seoul. WTD 4/70.

35857 — NETHERLANDS — Airconditioning equipment. Representations requested, possibly license arrangements. Nieuwenhuizen N.V. (contractors), Lieven de Keylaan 15, Heemstede. WTD in preparation.

35890 — ENGLAND — Liquor dispensers used in hotel guestrooms which deliver small packs of liquor, automatically record quantity used, and register this electronically at hotel reception desk. British Relay (Electronics) Ltd. (manufacturer), British Relay House, 41 Streatham High Rd., London, S.W.16. WTD in preparation.

35890 — ISRAEL — Commercial cooking and food warming equipment for hospitals, manufacturing plants, to include infra-red/microwave ovens and radar ranges, self-service equipment, portion-control apparatus, space-saving devices for storage and dining areas, re-heating equipment, other apparatus related to large-scale catering business. The Palestine Orient Co. Ltd. (importer, distributor (wholesale)), 4 Herzl St., P.O. Box 230, Tel Aviv. WTD in preparation.

35892—FRANCE—Automatic regenerator of resins for water softeners. Buron, S.A. (importer, distributor), 83, Rue Philippe de Girard, 75- Paris 18. WTD in preparation.

361 Electric transmission, distribution equipment

● **36100—ARGENTINA**—Supply distribution transformers. 200, 315, 500 and 630 KVA. Tender No. 48794; bid deadline Sept. 2. Specifications available for approximately $13.00 (U.S.) from Departamento de Compras, Suministros y Transportes, San Jose 140, 4th Riso, Buenos Aires.

● **36100—KOREA**—Supply of 28 items of electrical testing and measuring instruments, including oscilloscopes, capacitance bridge, signal generators, frequency sweep vibration equipment, TV testing equipment, impedance meters, etc., and instruments for measuring air pollution for use in mobile monitoring laboratory. Tender No. SLC-0130-PII; bid deadline Sept. 2. Invited by the Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100 — NEW ZEALAND** — Supply 1 each 30 MVA, 110/11 T.C.O.L. transformer bank and one spare unit for Kinleith Substation. Tender No. 550; bid deadline Sept. 1. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4188). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—THAILAND**—Supply 90 each 15 KVA; 300 each 50 KVA; 250 each 75 KVA; 200 each 100 KVA transformers plus spare parts. Tender No. MEA-PSD-199; bid deadline Aug. 21. Purchase & Stores Dept., Metropolitan Electricity Authority, 121 Chakrapetch Rd., Bangkok 2, Thailand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4188). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

36133—FRANCE—Electrical miniature connectors insulated on outside, removable, capable of connecting two wires of different diameters and metals. Mecelec (manufacturer), Alee des Dames, 07 Tournonsur-Rhone. WTD in preparation.

36133—JAPAN—Portable circuit breaking device for use with electric power tools in field work to prevent ground fault. Direct purchase and agency. Taiyo Denki Kogyo K.K. (distributor, manufacturer), 1-28 Nishi-Iwata 3-chome, Higashi-Osaka, Osaka Pref. WTD 1/70.

362 Electrical industrial apparatus

36292 — PHILIPPINES — Rectifiers for controlling equipment. Marcelo Steel Corp. (manufacturer), Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in preparation.

363 Household appliances

36311—BOLIVIA—Electronic stoves and ovens, household. Nicolas Jurgen Schutt Suc. (importer), Calle Arenales, P.O. Box 208, Sucre. WTD 6/70.

36311—EL SALVADOR—Electric household ranges, ovens, surface cooking unit equipment and parts. Exclusive distributor. Abraham Saca, Gen. Mgr.; Almacen Europa, S.A. (importer, distributor, retailer), Calle Arce 326, San Salvador. WTD 7/69.

36321—BOLIVIA—Refrigerators, household. Nicolas Jurgen Schutt Suc. (importer), Calle Arenales, P.O. Box 208, Sucre. WTD 6/70.

36321—EL SALVADOR—Complete line of household refrigerators. Exclusive distributor. Abraham Saca, Gen. Mgr.; Almacen Europa, S.A. (importer, distributor, retailer), Calle Arce 326, San Salvador. WTD 7/69.

36322—NETHERLANDS—Home freezers. Exclusive sales rights requested for Netherlands, Benelux countries. Maschmeijer & Co. N.V. (importer), 770-772 Prinsengracht, Amsterdam. WTD 7/70.

36331 — NETHERLANDS — Household type washing machines. Exclusive representations requested for Netherlands, Benelux countries. Maschmeijer & Co. N.V. (importer), 770-772 Prinsengracht, Amsterdam. WTD 7/70.

36344—AUSTRIA—Small electric household goods; advertising gifts and permanent flash lights. Hans Kremser (importer, distributor, manufacturer and repairer), Schultergasse 3, A-1010 Vienna. WTD in preparation.

36344 — GERMANY — Small electric household appliances, can openers, electric grills, toasters. Prices requested c.i.f. European ports. Direct purchase and agency. Gerhard Ney GmbH & Co. KG (importer, agent), 4971 Rehme-Oberbecksen. WTD 6/70.

36360 — NETHERLANDS — Household and industrial sewing machines, parts. Exclusive sales rights requested for Netherlands or Benelux countries. Maschmeijer & Co. N.V. (importer), 770-772 Prinsengracht, Amsterdam. WTD 7/70.

36393 — NETHERLANDS — Household type dishwashing machines. Exclusive sales rights requested for Netherlands, Benelux countries. Maschmeijer & Co. N.V. (importer), 770-772 Prinsengracht, Amsterdam. WTD 7/70.

364 Electrical lighting, wiring equipment

36421 — SWITZERLAND — Residential lighting fixtures; antique style. Mader Wohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

36430—FRANCE—Telephone miniature connectors insulated on outside, removable, capable to connect two small wires of different diameters and metals. MECELEC (manufacturer), Allee des Dames, 07 Tournon-sur-Rhone. WTD in preparation.

365 Radio receiving sets

36511 — BOLIVIA — Radios; household, auto. Nicolas Jurgen Schutt Suc. (importer), Calle Arenales, P.O. Box 208, Sucre. WTD 6/70.

366 Communication equipment

● **36600 — PAKISTAN** — Supply of telephone cable pressurization equipment; bid deadline Aug. 24. Copies of tender announcement and specifications are available from the Sweden—Pakistan Tele Project, Attn. Mr. T. Frisk, T. & T. Directorate General, Block No. 48-A, General Secretariat, Karachi-3 or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

● **36600 — SOUTH AFRICA** — Design, supply and installation of an automatic traffic signal control system. Tender No. Q70/30-"G. M."; bid deadline Oct. 23. Copies of tender announcement and specifications are available on a short-term loan basis to firms located in the Council of the City of Cape Town, City Hall, Cape Town. Tenders to be mailed to: Central Tender Office, Old Drill Hall, Longmarket St., Cape Town, Cape Province, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

371 Motor vehicles, motor vehicle equipment

37112—KOREA—Tank lorry for petroleum with capacity of 10,000 lt. up, mounted on 18 m/t chassis; 300 cars. Requests brochures, quotations c.i.f. Korean ports, delivery terms. Direct purchase and agency. Sung Pung Enterprise Co. (importer, distributor, agent), I.P.O. Box 2089, Seoul. WTD 4/70.

37130—CYPRUS—Two commercial vehicles, one each, of 6 and 10 tons for bulk delivery of compound fodders. Body should have four compartments; should be provided with conveyors for loading, unloading. Quote c.i.f. Cyprus. Direct purchase and agency. Agricultural Engineering Co. Ltd. (importer, distributor, agent, retailer), P.O. Box 1613, Nicosia. WTD 4/70.

37141—FRANCE—Motor vehicles parts, accessories such as horns, hubs, etc. Quincaillerie Coppa (distributor, retailer), 54 Bld Jean Jaures, B.P. No. 4, 13-Rognac. WTD 7/70.

37141—BOLIVIA—Parts and accessories for passenger cars, trucks, buses. Nicolas Jurgen Schutt Suc. (importer), Calle Arenales, P.O. Box 208, Sucre. WTD 6/70.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply of two water level indicators. Tender No. 1164/BPO/PR/56544/I-599; bid deadline Oct. 8. REF: CDN/ENQ/123. Invited by Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab, India. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

38216 — AUSTRALIA — Calculators, design visualizers on circular slide rule

XUM

principle. C. S. Somers, Mgr., Insta-Graf Div., Universal Business Directories (Aust.) Pty. Ltd. (importer, distributor, manufacturer), Directory House, 159-161 Eastern Rd., South Melbourne 3205, Victoria. WTD 6/70.

38216 — NETHERLANDS — Materials testing equipment. Exclusive representations. Landre & Glinderman N.V. (importer), Visseringweg 40, Postbus 187, Diemen. WTD in preparation.

38216—SINGAPORE—Laser equipment which can be used for taking continuous measurements of tunnel levels while shaft is being driven. T. E. Whittall, Dir. & Gen. Mgr., Motion Smith & Son (Pte) Ltd. (importer, agent, retailer), 11 Battery Rd., Singapore 1. WTD in preparation.

38220—PHILIPPINES—Immersion lance measuring thermocouples complete with recording meters, lance, lance holders and lance thermocouples. Marcelo Steel Corp. (manufacturer), Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in preparation.

383 Optical instruments, lenses

38311 — LIECHTENSTEIN — Optical instruments, lenses. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

384 Surgical, medical, dental instruments

● **38400—CEYLON**—Supply of 350,000 blood donor sets, disposable. Bid deadline Sept. 4. Issued by the Government of Ceylon, Department of Health, P.O. Box 584, Colombo, Ceylon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **38400—KOREA**—Supply of mining safety apparatus, including breathing devices, aneroid barometer, terrestrial thermometer, gas sampling and ventilation smoke tubes, carbon monoxide indicators, gas masks, etc. Tender No. SLC-0129-PII (Part II, SLC 70-74); bid deadline Sept. 2. Invited by Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg, 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

38430—SPAIN—Dental equipment, supplies. Union Dental, S.A. (importer, distributor, manufacturers), Paseo de las Delicias, 48, Madrid (7). WTD 5/70.

38410 — GERMANY — Surgical instruments. F. L. Fischer (importer, distributor, manufacturer), 7800 Freiburg i.B., Guntramstr.14. WTD 6/70.

386 Photographic equipment

● **38600—INDIA**—Supply of microfilm camera, 3,000 rolls of 16-mm. microfilm, and 900 rolls of recorder paper. Tender No. P/224/42/261/29.1.70/PL; bid deadline Sept. 11. REF: CDN/ENQ/115. Invited by the Director General, Supplies and Disposals, Jeevantara Building, Parliament St., New Delhi. Tender documents available at $2.00 each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **38600—KOREA**—Supply of photographic film, paper, and processing chemicals; photo enlarger and print dryer. Tender No. KFX-0128-PIII (Part II); bid deadline Aug. 18. Invited by the Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, WWashington, D.C. 20230 ★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

391 Jewelry, silverware, plated ware

39142 — BOLIVIA — Flatware, including all knives, forks, spoons. Nicolas Jurgen Schutt Suc. (importer), Calle Arenales, P.O. Box 208, Sucre. WTD 6/70.

394 Sporting goods

39491—LIECHTENSTEIN—Fishing rods, reels, hooks, other fishing tackle; shooting equipment, trap and skeet equipment. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

399 Manufacturing industries

39999—SWITZERLAND—Home decorative accessories and fine gift ware, art goods. Mader Wohnkunst AG (importer, retailer), Kramgasse 54, 3011-Bern. WTD in preparation.

593 Antique, secondhand stores

59330 — BARBADOS — Requests quotations on following used agricultural equipment: seed planters, spike harrows, leveling harrows, farmyard manure spreaders, tractors with front-end loaders, small corn harvesters, corn dryers, slurry tanker and pump. Mangrove Farms Ltd. (importer, agent, retailer), P.O. Box 434, Bridgetown. WTD in preparation.

Tripoli construction projects now open for bidding

The Municipality of Tripoli is calling for tenders for the construction of sewage, water and lighting networks as well as road construction in the Sidi Khalifa area in Tripoli. Tenderers must be registered locally as first class or international contractors and tenders must be submitted on forms provided by the Municipality against payment of LL 50 (approximately $140).

Every tender must be accompanied by a guarantee of LL 10,000 (approximately $28,000) and by documents evidencing previous experience of the contractor in this field of activity. The bid deadline is September 24. Information is available from the Municipality of Tripoli, Sciara, Baladia, Tripoli, Libya.

Construction contractors invited to bid on highway project in Ethiopia

Sealed bids will be received by the Imperial Highway Authority (IHA), Office of the General Manager, P.O. Box 1770, Addis Ababa, Ethiopia until 10 a.m. September 21 for the Dilla-Moyale Highway Project, at which time they will be publicly read in the IHA Auditorium.

Plans, specifications and contract documents are open to public inspection at IHA in Addis Ababa and at the head office of Dr.-Ing. Walter, Consulting Engineers, Wittenbergstrasse 10, Essen, West Germany (Tel. 77 40 33). Copies may be obtained either by direct purchase at the consulting engineer's office or by air mail for the price of DM 1,500 (nonrefundable). Payment for plans, specifications and contract document shall be in the form of either a certified check or money order payable to Dr.-Ing. Walter.

There are two separate projects. Contract Section 1, Dilla-Yabello (approximately 206 kilometers), is sub-divided into Bid Section 1A, Dilla-Aghere Mariam (105 kilometers) and Bid Section 1B, Aghere, Mariam-Yabello (101 kilometers). For Contract Section 1, the quantities will be approximately the following: a) excavation, 1 million cubic meters; b) crushed aggregate base course and surface course with alternate asphalt surface, 250,000 cubic meters; c) minor bridges, 6; d) minor drainage items, 3,000 linear meters of various types of concrete pipes. The allocated construction time is 1,260 calendar days.

The other part is Contract Section 2, Yabello-Mega Moyale (Kenya border) approximately 210 kilometers). Contract Section 2 will call for the approximate quantities: a) excavation, 900,000 cubic meters; b) crushed aggregate base course and surface course with alternate asphalt surface, 150,000 cubic meters; and c) minor drainage items, 2,000 linear meters of various types of concrete pipes. The allocated construction time is 1,200 calendar days.

The bidder can also submit a combined offer for Contract Sections 1 and 2 together. Construction time allowed for this is 1,643 days. Proposals combining the two projects will be accepted. However, the bidder is also required to submit separate proposals for each project.

Prequalification is mandatory prior to bid acceptance by the IHA. Forms for prequalification procedures may be obtained from Dr. -Ing. Walter, Consulting Engineers, Esse, Wittenbergstrasse 10, West Germany. The period for prequalification will end 15 days prior to the bid opening.

All bids must be accompanied by a 5% bid bond approved by the National Bank of Ethiopia. Combination bids will be considered as alternate bids and will not require additional bid bonds.

Financing of these projects will come from funds made available through the Imperial Ethiopian Government and the Kreditanstalt Fuer Wiederaufbau in Frankfurt, West Germany.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

202 Dairy products

20222 — THAILAND — Cheese, butter, processed. Requests catalogs, c.i.f. Bangkok prices. S. Lerson Co., Ltd., (importer, distributor), 161/1 Suriwongse Rd., Bangkok. WTD 2/70.

205 Bakery products

20522 — THAILAND — Cookies, canned, packaged. Requests catalogs, c.i.f. Bangkok prices. S. Lerson Co., Ltd. (importer, distributor), 161/6 Suriwongse Rd., Bangkok. WTD 2/70.

207 Confectionery

20716—THAILAND—Candies, chocolate bars, all types. Requests catalogs, c.i.f. Bangkok prices. S. Lerson Co., Ltd. (importer, distributor), 161/6 Suriwongse Rd., Bangkok. WTD. 2/70.

209 Food preparations

20991—GERMANY—Gelatin, Prices c.i.f. Hamburg or Bremen. Willi Krueger KG (importer, distributor, exporter), 56 Pruessenstr., 4033 Hoesel. WTD 3/70.

20992—THAILAND—Cocktail snack such as corn chips, potato chips, corn sticks, canned; macaroni and spaghetti. Requests catalogs, c.i.f. Bangkok prices. S. Lerson Co., Ltd. (importer, distributor), 161/1 Suriwongse Rd., Bangkok. WTD 2/70.

221 Broad woven fabric mills, cotton

22115—THAILAND—Cotton fabrics, fine (gray goods), broad-woven for making men's suits. Requests catalogs, c.i.f. Bangkok prices. Oriental Enterprises Ltd. (importer, distributor), 251 Sukhumvit Rd., Bangkok 11. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

22210—AUSTRIA—Imitation furs, fancy pile fabrics. Paul Peter Csango Wolf (agent; commission), Charasgasse 8, A-1030 Vienna. WTD in preparation.

22211—NETHERLANDS—All kinds of knitted fabrics, especially bonded acrylics in plain and fancy jerseys. Exclusive agencies for Netherlands or Benelux countries. M. van Zuiden Textile Agencies (importer, agent), 911 Prinsengracht, Amsterdam. WTD in preparation.

224 Narrow fabrics, other smallwares mills

22411 — NETHERLANDS — Home furnishing, decoration fabrics. Exclusive agency. Handelsonderneming "ELKA" (importer, agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen. WTD in preparation.

227 Floor covering mills, products

22720—NETHERLANDS—Tufted wall-to-wall carpeting, rugs. Exclusive agency. Handelsonderneming "ELKA" (importer, agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen. WTD in preparation.

22790—NETHERLANDS — Wall-to-wall carpeting, rugs for indoor, outdoor purposes. Exclusive agency. Handelsonderneming "ELKA" (importer, agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen. WTD in preparation.

229 Textile goods

22952—THAILAND—Leather, PVC, for making handbags, shoes. Requests catalogs, c.i.f. Bangkok prices. Oriental Enterprises Ltd. (importer, distributor), 251 Sukhumvit Rd., Bangkok 11. WTD in preparation.

22960—TAIWAN—Dipped rayon cord for tire and belt. Exclusive agency. H. L. Chang & Co., Ltd. (agent), P.O. Box 1084, Taipei. WTD 3/70.

231 Men's, youths', boys' suits, coats, overcoats

23110 — LEBANON — Men's and boys' suits, jackets, coats, overcoats. Universal Trading Import Export Co. Ltd. (ULTRAMEX) (importer, distributor, agent), Salha Bldg., Foch St., P.O. Box 1048, Beirut. WTD 4/70.

232 Men's, youths', boys' furnishings, work clothing

23212—JORDAN—Men's, youths', boys' shirts, blouses, T-shirts. Requests air mailed literature, prices C.&F. Aqaba, Jordan and Beirut, Lebanon. As-Salam Press (Shibly Khoury Jiries) (importer, distributor, agent), Kobortay St., Jabal Amman, P.O. Box 1989, Amman. WTD 7/70.

23214 — LEBANON — Men's and boys' shirts. Universal Trading Import Export Co. Ltd. (ULTRAMEX) (importer, distributor, agent), Salha Bldg., Foch St., P.O. Box 1048, Beirut. WTD 4/70.

23271 — LEBANON — Men's and boys' separate dress trousers, dress shorts. Universal Trading Import Export Co. Ltd. (ULTRAMEX) (importer, distributor, agent), Salha Bldg, Foch St., P.O. Box 1048, Beirut. WTD 4/70.

23292—LEBANON—Sweaters, knit jackets and jerseys, for men and boys. Universal Trading Import Export Co. Ltd. (ULTRAMEX) (importer, distributor, agent), Salha Bldg., Foch St., P.O. Box 1048, Beirut. WTD 4/70.

23292—NETHERLANDS—Men's, boys' jerseys. Exclusive agencies for Netherlands or Benelux countries. M. van Zuiden Textile Agencies (importer, agent), 911 Prinsengracht, Amsterdam. WTD in preparation.

233 Women's, misses', juniors' outerwear

23393 — NETHERLANDS — Women's, misses' jerseys. Exclusive agencies for Netherlands or Benelux countries. M. van Zuiden Textile Agencies (importer, agent), 911 Prinsengracht, Amsterdam. WTD in preparation.

239 Fabricated textile products

23910 — NETHERLANDS — Curtains, draperies, similar house furnishing and decoration products. Exclusive agency. Handelsonderneming "ELKA" (importer, agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen. WTD in preparation.

23910 — THAILAND — Curtain fabrics. Requests catalogs, c.i.f. Bangkok prices. Oriental Enterprises Ltd. (importer, distributor), 251 Sukhumvit Rd., Bangkok 11. WTD in preparation.

242 Sawmills, planing mills

24211—ITALY—Sawed lumber: hemlock, douglas fir, pitch pine, other American lumber. Sebastiano Ugo Cali (importer, agent), Corso Sicilia 105, 95131 Catania. WTD 7/70.

243 Millwork, veneer, plywood, prefabricated structural wood products

24320—ITALY—Plywood all kinds. Sebastiano Ugo Cali (importer, agent), Corso Sicilia 105, 95131 Catania. WTD 7/70.

24322 — NETHERLANDS — Coated and uncoated duplex and triplex plywood. Exclusive representations for Benelux countries or Western Europe. Agentuur en Commissiehandel Flevo (agent), Middenweg 94, Amsterdam. WTD in preparation.

24332—UGANDA — Prefabricated buildings, wood, sold as complete units. Sole agency for East and Central Africa. Requires full technical data on dwelling houses suitable for those in lower-income bracket. Very large quantities required. Mr. Ganatra, Mubiru-Musoke (Agencies) Ltd. (importer, agent), P.O. Box 3929, Kampala. WTD 2/70.

249 Wood products

24995 — NETHERLANDS — Panelling, other home decoration products. Exclusive agency. Handelsonderneming "ELKA" (importer, agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen. WTD in preparation.

262 Paper mills

26211 — NETHERLANDS — Newsprint paper. Exclusive agencies for Benelux or Western Europe. Agentuur en Commissiehandel Flevo (agent), Middenweg 94, Amsterdam. WTD in preparation.

26212 — NETHERLANDS — Uncoated printing paper. Exclusive representations for Benelux countries or Western Europe. Agentuur en Commissiehandel Flevo (agent), Middenweg 94, Amsterdam. WTD in preparation.

26213—NETHERLANDS—Coated printing paper. Exclusive agencies for Benelux countries or Western Europe. Agentuur en Commissiehandel Flevo (agent), Middenweg 94, Amsterdam. WTD in preparation.

26217—NETHERLANDS — Kraftpaper, kraftliner, bag and sack paper. Exclusive agencies for Benelux or Western Europe. Agentuur en Commissiehandel Flevo

XUM

(agent), Middenweg 94, Amsterdam. WTD in preparation.

264 Converted paper, paperboard products

26414 — AUSTRIA — Pressure sensitive labels in continuous form. "Inter"-Reif Handelsges.mbH (importer, distributor, agent), Vivenotgasse 1, A-1120 Vienna. WTD 7/70.

26451—NETHERLANDS—Paper serving trays, dishes, similar paper products for hotels, restaurants, etc. Exclusive agencies for Benelux countries or Western Europe. Agentuur en Commissiehandel Flevo (agent), Middenweg 94, Amsterdam. WTD in preparation.

26451 — AUSTRIA — Standard and non-standard tabulating cards; file folders for EDP-purposes. "Inter"-Reif Handelsges.mbH (importer, distributor, agent, exporter), Vivenotgasse 1, A-1120 Vienna. WTD 7/70.

26491 — SWEDEN — Stationery, paper, cards, envelopes, tablets. AB Jolin & Wilkenson (importer, distributor, agent), 29016 Box, S-400 62 Goteborg 29. WTD 7/70.

26495—AUSTRIA—Continuous form paper for EDP-purposes. "Inter"-Reif Handelsges.mbH (importer, distributor, agent), Vivenotgasse 1, A-1120 Vienna. WTD 7/70.

275 General commercial printing

27519 — GERMANY — Cigar labels, decalcomanias for cigars, cigarillos. Correspondence requested in German. Blauband Zigarren & Stumpen-Fabriken (manufacturer, exporter), 7701 Watterdingen, Kreis Konstanz a.B. WTD 3/70.

277 Greeting card manufacturing

27711 — SWEDEN — Greeting cards, all types. AB Jolin & Wilkenson (importer, distributor), 29016 Box, S-400 62 Goteborg 29. WTD 7/70.

281 Industrial chemicals

28199—TAIWAN—Mercury, sulfur. Exclusive agency. H. L. Chang & Co., Ltd. (agent), P.O. Box 1084, Taipei. WTD 3/70.

282 Synthetic materials

28211 — GERMANY — Polyethylene foil (film) packaging material. Spezial Verpackungen, Friedrich Lang (jobber), 6478 Nidda/Hessen, Johanniterstrasse 25. WTD 7/70.

28213—TAIWAN—Synthetic resins for plastics, synthetic fibers or copolymers. Exclusive agency. H. L. Chang & Co., Ltd. (agent), P.O. Box 1084, Taipei. WTD 3/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28445—PANAMA—White complexion anti-allergic cosmetics including eye-liners, deodorants, etc.; complexion beauty products for Negroes; feminine hygiene products. Agencia Tomas Arias, S.A. (importer, distributor, agent), P.O. Box 4557, Panama 5. WTD 6/70.

286 Gum, wood chemicals

28611—TAIWAN—Wood rosin N. Exclusive agency. H. L. Chang & Co., Ltd. (agent), P.O. Box 1084, Taipei. WTD 3/70.

289 Chemical products

28911—TAIWAN—Adhesives for EPT rubber. Exclusive agency. H. L. Chang & Co., Ltd. (agent), P.O. Box 1084, Taipei. WTD 3/70.

291 Petroleum refining

29117 — SWITZERLAND — All kinds of fluids for hydraulic applications. Tecalto AG (distributor, agent), Dufourstrasse 153, Attn: Dr. Schumacher, 8034-Zurich. WTD in preparation.

307 Plastic products

30798—NETHERLANDS—Small plastic and rubber household goods, kitchen equipment, etc. Zandstra N.V. (importer, agent), 131 Hogeweijselaan, Weesp. WTD 7/70.

311 Leather tanning, finishing

31111—THAILAND—Leather, cattle, for making handbags, shoes. Requests catalogs, c.i.f. Bangkok prices. Oriental Enterprises Ltd. (importer, distributor), 251 Sukhumvit Rd., Bangkok 11. WTD in preparation.

323 Glass products

32315—MOROCCO—Rear-view mirrors, external, framed, for trucks; glass reflectors (white beads) for trucks. Exclusive agency. Quotations c.i.f. Casablanca. Etablissements Toledano (importer, agent), 34 rue de l'Ecole Industrielle, Casablanca. WTD in preparation.

325 Structural clay products

32530—NETHERLANDS—Wall and floor tiles, similar house decoration products. Exclusive agency. Handelsonderneming "ELKA" (importer, agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen. WTD in preparation.

342 Cutlery, hand tools, general hardware

34291—SWITZERLAND—Genuine novelty automotive hardware. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

344 Fabricated structural metal products

34492 — UGANDA — Prefabricated portable metal buildings, parts. Sole agency for East and Central Africa. Requires full technical data on dwelling houses suitable for those in lower-income bracket. Very large quantities required. Mr. Ganatra, Mubiru Musoke (Agencies) Ltd. (importer, agent), P.O. Box 3929, Kampala. WTD 2/70.

346 Metal stampings

34618—NETHERLANDS—Stamped and pressed metal household utensils. Zandstra N.V. (importer, agent), 131 Hogeweijselaan, Weesp. WTD 7/70.

349 Fabricated metal products

34940—ENGLAND—Hydraulic directional control valves, solenoid and manually operated; pressure control valves, flow regulating valves. Adan Hydraulics Ltd. (importer, distributor, manufacturer), Adan House, Gresham Rd., Staines, Middlesex. WTD 4/70.

34940—SWITZERLAND—Pressure regulating and reducing valves with built-in pressure measuring and indicating instruments suitable for industrial, public gas facilities as well as gas flask containers. Continental Schweissapparate AG; Attn: Dr. Keel, Pres. (manufacturer, agent), Usterstrasse 10, 8600-Dubendorf. WTD 6/69.

34944 — SWITZERLAND — New-to-market valves, similar items for hydraulic and pneumatic applications. Tecalto AG (distributor, agent), Dufourstrasse 153, Attn: Dr. Schumacher, 8034-Zurich. WTD in preparation.

352 Farm machinery

35225 — FRANCE — Harvesting machinery: fruit pickers. AGROTEC (importer, distributor, agent); Marche d'Interet National, 84 - Cavaillon. WTD 7/70.

35225 — NEW ZEALAND — Carrot harvesters, pea and tomato pickers preferably driven from conventional farm tractors and suitable for operation in relatively small areas. Howard Rotavator Co. Ltd., Mr. R. J. Allen, Managing Dir. (importer, distributor, manufacturer), Seaview Rd., P.O. Box 30–233, Lower Hutt. WTD 6/70.

35228 — FRANCE — Agricultural equipment such as pneumatic shears for pruning trees. AGROTEC (importer, distributor, agent), Marche d'Interet National, 84 - Cavaillon. WTD 7/70.

353 Construction, mining, materials handling machinery, equipment

35313 — THAILAND — Crawler tractor spare parts. Requests catalogs, c.i.f. Bangkok prices. Asiatic Engineering Co., Ltd. (importer, distributor, agent), 335-337 Worachak Rd., Bangkok. WTD in preparation.

35314 — PAKISTAN — Shovels, power; draglines, power. Requests catalogs, quotations c. & f., Karachi. Groupe Marketing Ltd. (agent), Premier Insurance Bldg., Wallace Rd., Karachi. WTD 1/70.

35322—PAKISTAN—Crushing, pulverizing and screening machinery. Requests catalogs, quotations c. & f., Karachi. Group Marketing Ltd. (agent), Premier Insurance Bldg., Wallace Rd., Karachi. WTD 1/70.

35340—SWITZERLAND—Service station automotive lifts. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

354 Metalworking machinery

35421—GERMANY—Metalworking machinery, equipment, and tools in particular suitable for heating installation, such as shearing and bending equipment for bending copper, iron, plastic pipes, etc. Berg & Schmid (importer, distributor, agent), Stuttgart N., Wolframstrasse 48. WTD 7/70.

35482—THAILAND—Automotive grinding machines; band saws, jick saws, power-driven hand tools; wheel alignment equipment, automatic tire changing machine, machine to produce carbons for dynamos, air compressors for inflating

automobile tires; automotive mechanical tools. Requests catalogs, brochures, c.i.f. Bangkok prices. Asiatic Engineering Co., Ltd. (importer, distributor, agent), 335-337 Worachak Rd., Bangkok. WTD in preparation.

35484 — SWITZERLAND — Automotive maintenance equipment, incl. motor analyzers, wheel balancers, sparkplug cleaners, wheel spinners, frame straighteners, hydraulic presses and body machinery, pneumatics machinery, genuine novelty service station equipment. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

355 Special industry machinery

35513 — ENGLAND — Wrapping, shrink wrapping and bagging machines for bakery industry. Gilwrap Ltd. (importer, manufacturer), Restmor Way, Hackbridge Rd., Hackbridge, Wallington, Surrey. WTD 7/70.

35513—FRANCE—Fruit and vegetable packing, wrapping, filling and sealing machinery. AGROTEC (Importer, distributor, agent) Marche d'Interet National, 84 - Cavaillon. WTD 7/70.

35551 — ARGENTINA — Small offset printing machines. Hexton S.A.C.I.F.I. (agent), Thames 2472, Buenos Aires. WTD in preparation.

356 General industrial machinery

35610 — ENGLAND — Hydraulic pumps and hydraulic vane pumps. Adan Hydraulics Ltd. (importer, distributor, manufacturer), Adan House, Greshan Rd., Staines, Middlesex. WTD 4/70.

35611—THAILAND—Water pumps, centrifugal, piston, submersible, and turbine types with capacities of 1,500 to 5,000 cubic meters per hour, heads 50, 30 and 15 meters; air compressors for road construction use; road rollers; asphalt boiler; steam cleaner, capacities 100, 150, and 200 gals. per hr.; sewage pipe cleaning equipment. Requests catalogs, c.i.f. Bangkok prices. Asiatic Engineering Co., Ltd. (importer, distributor, agent), 335-337 Worachak Rd., Bangkok. WTD in preparation.

35612 — SWITZERLAND — New-to-market hydraulic fluid pumps of all kinds except for automobiles. Tecalto AG (distributor, agent), Dufourstrasse 153, Attn: Dr. Schumacher, 8034-Zurich. WTD in preparation.

35641—SWITZERLAND—Fans and ventilating equipment for industrial and commercial application; similar special equipment such as low-pressure-centrifugal fans etc. complete units. Maschinen-Handel AG (distributor, agent), Rutihof, 8590-Romanshorn. WTD in preparation.

35690 — ENGLAND — Hydraulic motors. Adan Hydraulics Ltd. (importer, distributor, manufacturer), Adan House, Gresham Rd., Staines, Middlesex. WTD 4/70.

35690 — ENGLAND — Wrapping, shrink wrapping and bagging machines for general use. Gilwrap Ltd. (importer, manufacturer), Restmor Way, Hackbridge Rd., Hackbridge, Wallington, Surrey. WTD 7/70.

35690 — GERMANY — Wrapping and packaging machinery, small units. Spezial Verpackungen, Friedrich Lang (jobber), 6478 Nidda/Hessen, Johanniterstr. 25. WTD 7/70.

357 Office, computing, accounting machines

35733—AUSTRIA—Magnetic tapes and disks for use with EDP equipment; cleaning machines for magnetic tapes. "Inter"-Reif Handelsges.mbH (importer, distributor, agent, exporter), Vivenotgasse 1, A-1120 Vienna. WTD 7/70.

35741 — ARGENTINA — Cash registers. Hexton S.A.C.I.F.I (agent), Thames 2472, Buenos Aires. WTD in preparation.

35790—ARGENTINA—Check protectors, letter folding machines, electric mimeographers, postage meters, electric envelope openers, paper shredding machines, other types of devices for office use. Hexton S.A.C.I.F.I. (agent), Thames 2472, Buenos Aires. WTD in preparation.

35790 — AUSTRIA — Automatic cutting and separating machines for processing of continuous EDP-forms. "Inter"-Reif Handelsges.mbH (importer, distributor, agent, exporter), Vivenotgasse 1, A-1120 Vienna. WTD 7/70.

358 Service industry machinery

35853—FRANCE—Automatic ice making machinery (cubes or crushed), ultra low temperature machinery. Nordfroid S.A. (agent), 10, Rue Petit, 75-Paris 19. WTD in preparation.

35854—VENEZUELA—Compressors for household refrigerators. Correspondence requested in Spanish. Alpin de Venezuela, C.A. (importer, agent), Edificio Galerias Venecia, No. 53-A, Caracas. WTD 4/70.

35860 — THAILAND — Complete line of service station lubricating equipment. Requests catalogs, c.i.f. Bangkok prices. Asiatic Engineering Co., Ltd. (importer, distributor), 335-337 Worachak Road, Bangkok. WTD in preparation.

35890—AUSTRIA—Machinery and equipment for restaurant, hotel counters, kitchens, including refrigerated equipment, dispensers. Rehoga Ges.mbH (importer, agent), Predigergasse 3, A-1010 Vienna. WTD in preparation.

35892 — SWITZERLAND — Car washing machinery, advanced design only. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

359 Machinery

35991—ENGLAND—Hydraulic pistons; axial, radial. Adan Hydraulics Ltd. (importer, distributor, manufacturer), Adan House, Gresham Rd., Staines, Middlesex. WTD 4/70.

362 Electrical industrial apparatus

36211—SWITZERLAND—Electric motors, supplies for industrial use; special equipment for fans, ventilating purposes. Maschinen-Handel AG (distributor, agent), Rutihof, 8590 Romanshorn. WTD in preparation.

36215 — THAILAND — Electric generators, 2 to 1,000 kilowatts. Requests catalogs, c.i.f. Bangkok prices. Asiatic Engineering Co., Ltd. (importer, distributor, agent), 335-337 Worachak Rd., Bangkok. WTD in preparation.

36216—SWITZERLAND—Electrical motors for industrial applications. Maschinen-Handel AG (distributor, agent), Rutihof, 8590-Romanshorn. WTD in preparation.

36220 — GERMANY — Equipment for process engineering, process control. Prices c.i.f. Hamburg/Bremen. Mercur Aussenhandel fuer Industriebedarf (importer, exporter), 7 Laukreuz, 4434 Ochtrup. WTD 7/70.

363 Household appliances

36332 — VENEZUELA — Electrical motors, spare parts for household washing machines. Correspondence requested in Spanish. Alpin de Venezuela, C.A. (importer, agent), Edificio Galerias Venecia, Apto. 53-A, Caracas. WTD 4/70.

36343—NETHERLANDS—Portable electric household air purifiers, dehumidifiers, similar items for households. Exclusive agency. Handelsonderneming "ELKA" (importer, agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen. WTD in preparation.

364 Electrical lighting, wiring equipment

36424—MOROCCO—Vehicular lighting, equipment, electric, including headlights, for trucks. Exclusive agency. Quotations c.i.f. Casablanca. Establissements Toledano (importer, agent), 34 rue de l'Ecole Industrielle, Casablanca. WTD in preparation.

365 Radio, television receiving sets

36515 — SWITZERLAND — Audio-visual equipment, except software. Schmid & Co. AG (importer, distributor), Attn: Mr. I. Debrunner, Bleichemattstrasse 9/11, 5001-Aarau. WTD in preparation.

366 Communication equipment

36625—SWITZERLAND—Electronic automotive detection, diagnostic equipment. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

367 Electronic components, accessories

36741—SWITZERLAND—Industrial integrated circuits, mass produced. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

36742 — SWITZERLAND — Full line of transistors for industrial use. Henri Bachmann (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

36743 — SWITZERLAND — Full line of diodes, for industrial use. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

36749 — SWITZERLAND — Miscellaneous semiconductors for industrial use. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

XUM

36792 — SWITZERLAND — Full line of capacitors for industrial use. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

36793—SWITZERLAND—Full line of resistors, for industrial use. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

36795—SWITZERLAND—Rotative, stepping, other switches for electronic applications, potentiometers, complete line of electronic components and accessories for industrial use. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

37141 — SWITZERLAND — Automotive parts and accessories, incl. exhaust systems, filters, shock absorbers, other genuine novelty accessories. Henri Bachmann AG (importer, distributor, agent), Attn: Mario Ruf, Pres., Spitalstrasse 12, 2501-Biel. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

38210 — SWITZERLAND — New-to-market pneumatic measuring and controlling instruments such as pressure and vacuum instruments, fluid amplifiers, etc. Tecalto AG (distributor, agent), Dufourstrasse 153, Attn: Dr. Schumacher, 8034-Zurich. WTD in preparation.

384 Surgical, medical, dental instruments

38410—FRANCE—Medical and surgical instruments, apparatus. Exclusive agency. Installations et Techniques Medicales—Midichirurgie (importer, agent, retailer), 148 rue Ste Cecile, 13- Marseille, 5eme. WTD 7/70.

38421—FRANCE—Medical and surgical appliances, supplies. Exclusive agency. Installations et Techniques Medicales—Midichirurgie (importer, agent, retailer), 148 rue Ste Cecile, 13- Marseille, 5eme. WTD 7/70.

386 Photographic equipment

38611—SWITZERLAND — Photographic cameras, flash units, meters, projectors, enlargers, related accessories, in particular for professional and scientific use, including laboratory equipment, audio-visual equipment. Schmid & Co. AG (importer, distributor), Attn: Mr. I. Debrunner, Bleichemattstrasse 9/11, 5001-Aarau. WTD in preparation.

38613—SWITZERLAND—Super 8 mm. projectors, silent and sound, including cartridge systems and equipment coupled with audio-visual and teaching aids. Schmid & Co. AG (importer, distributor), Attn: Mr. I. Debrunner, Bleichemattstrasse 9/11, 5001/Aarau. WTD in preparation.

391 Jewelry, silverware, plated ware

39112—THAILAND—Accessories, metal, for handbags, shoe decorations. Requests catalogs, c.i.f. Bangkok prices. Oriental Enterprises Ltd. (importer, distributor), 261 Sukhumvit Road, Bangkok 11. WTD in preparation.

395 Pens, pencils, office, artists' materials

39550—AUSTRIA—Inked cloth for use with EDP-printers; carbonless copying paper. "Inter"-Reif Handelsges.mbH (importer, distributor, agent), Vivenotgasse 1, A-1120 Vienna. WTD 7/79.

399 Manufacturing industries

39962 — ITALY — Plastic coverings for wall, floor, counters. Giuseppe Longo (agency), Via Vittorio Emanuele 40, 95131 Catania. WTD 7/70.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AFGHANISTAN—Ishan Ahmed Khwaja, Ishan Mohd. Khwaja Co. **Importer/exporter of transistor radios and air conditioners.** About the middle of August via New York 2-3 weeks. c/o N. Begis, 175 Prospect Park SW. Brooklyn, N.Y. Itinerary: Seattle, San Francisco, Los Angeles, Chicago, New York. WTD 7/7/70.

AFGHANISTAN — Mohammed Hassan Kasimi, Mohammed Hassan Kasimi & Co. Kabul. Importer of transistor radios and other electronic equipment. **Interested in purchasing transistor radios and other electronic equipment.** Middle of August via New York for 2-3 weeks. c/o N. Begis, 175 Prospect Park, SW., Brooklyn, N.Y. Itinerary: Seattle, San Francisco, Los Angeles, Chicago, New York. WTD 7/7/70.

AUSTRIA—Dorothea Jessich, "Mierona" Gertrude Behabetz, Komoediengasse 1/Gr. Mohrengasse 20, A-1020, Vienna. Dressmakers. **Interested in importing to Austria textile piece goods of various kinds for the manufacture of ladies' outer garments; exporting ladies' and junior dresses.** July 18 via New York for two months. c/o J. J. Behabetz, 7214 Garland Ave., Takoma Park, Md. Itinerary: New York. WTD under preparation.

CHILE—Ezequias Alliende C., Manager of Ceramics Espejo S.A., Maipu 269 Lo Espejo, Chile. **Interested in purchasing machinery and equipment for the manufacture of ceramic pottery; visiting ceramic pottery plants and interested in representing manufacturer of houseware and household appliances.** c/o Corporacion de Fomento de la Produccion (Chilean Development Corp.), 80 Pine St., New York 10005. Aug. 10 via New York for three weeks. Itinerary: New York, Boston. WTD under preparation.

EL SALVADOR—Adolfo Salume, Manager Salume & Co., Apartado Postal 1210, San Salvador. **Interested in exporting 8 oz. and 16 oz. jars of baby corn.** About the end of July via New Orleans for three weeks. c/o New Orleans Field Office, 909 Federal Office Bldg., S., 610 South St. Itinerary: New Orleans, Miami. WTD in preparation.

FRANCE—Henri Magnan, AGROTEC, Marche d'interet National, 84 Cavaillen, France. **Interested in representing American companies manufacturing agricultural tools and machinery for handling, processing, grading, wrapping, packaging fruit and vegetables.** August 24 via New York for three weeks. c/o The Gotham Hotel, 5th Ave. & 55th St., New York, N.Y. Itinerary: New York; Philadelphia; Baltimore; Washington, D.C.; Norfolk; Savannah; Jacksonville, Fla.; Miami. WTD 7/20/70.

FRANCE—Claude Lorach, President & General Manager, Societe Sodimat, 37, rue Lucien Sergent; 91- Massy. **Interested in import and representation of building materials, concerning retail stores in the U.S. which handle building materials and "do it yourself" supplies for construction.** August 3 via New York for four weeks. Itinerary: New York, San Francisco, Los Angeles, Washington. c/o Sheraton Palace Hotel, San Francisco and Manager, Annapolis Hotel, Washington, D.C. WTD in preparation.

INDIA—Kailash Agrawal, The Hukumchand Mills Ltd., Mill Premises, Indore City, Madhya Pradesh. Manufacture of cotton textile fabrics. **Interested in importers of cotton textiles.** August 23 via New York for two weeks. c/o Dr. R. M. Agrawal, 320 E. North Ave., Pittsburgh, Pa. 15212. Itinerary: New York; Washington, D.C.; Buffalo, N.Y.; Pittsburgh; Chicago; Las Vegas; Los Angeles; San Francisco and Honolulu. WTD under preparation.

INDIA—G. N. Somani, Shree Digvijay Cement Company Ltd., Shree Nivas House, Waudby Road, Bombay 1. Manufacturers of Portland cement and asbestos sheets and pipes. **Interested in discussing prospects of joint venture with Columbia Hardboards of Tacoma, Washington and routine consultations with principals, Johns Manville Corp., New York.** Aug. 10 via Seattle, Washington for three weeks. c/o Johns Manville International Corp., 22 E. 40th St., New York, N.Y. Itinerary: Tacoma and Seattle; San Francisco; Los Angeles; Buffalo and New York; South Carolina and Louisiana. WTD under preparation.

INDIA—Capt. R. L. Kaushik, K-30, Hauz Khas Enclave, New Delhi—16. **Interested in acquiring agencies for U.S. steel and agricultural chemicals including fertilizer, and exporting engineering and hosiery products.** Aug. 5 via New York for six weeks. c/o B. D. Kumar, Director General, India Supply Mission, Washington, D.C., or Dr. P. S. Sarin, 159 Dutch Rd., E. Brunswick, N.J. 08816. Itinerary: New York; Philadelphia; Washington, D.C.; Miami; Dallas; Boston; Buffalo, N.Y.; Detroit; Chicago; Los Angeles and San Francisco.

INDIA—Mr. & Mrs. Vasantrao B. Patil and Dr. & Mrs. W. C. Shrishrimal, Maharashtra State Cooperative Bank Ltd. and Maharashtra Cooperative Fertilizers & Chemicals Ltd. Cooperative bank and proposed cooperative fertilizer factory. **Interested in visiting cooperative enter-**

prises including fertilizer plants and other agro-industrial ventures. First of August for two to three weeks via New York. c/o Indian Embassy, Massachusetts Ave., Washington, D.C. Itinerary: New York; Montreal; Buffalo, New York; Washington, D.C.; Chicago; New Orleans; Las Vegas; Los Angeles; San Francisco and Honolulu. WTD under preparation.

KUWAIT—Zahi Yahya Arafat, General Manager, Ebrahim Mohamed al-Rakhis General Trading Establishment, Hilali St., al-Khaled Building, P.O. Box 737, Kuwait. **Interested in refrigerators 14, 16 and 18 c.f.** Mid August 1970 via Honolulu for one month. c/o Fadil Arafat, 3410 Tulane Dr. 13, Hyattsville, Md. 20783. Itinerary: Honolulu, San Francisco, Chicago, Cleveland, Tennessee and New York.

PAKISTAN—Laeeque A. Rafique, Wood Bird & Co., Adbullah Haroon Road, Karachi 3. Manufacturer and exporter of handicrafts. **Interested in export of handicrafts to U.S.** Aug. 15 via New York for approximately six months. c/o Edward W. Bouclin, 24 Harbor Terrace, Edgewood, R.I. 02905. Itinerary: New York, Los Angeles, Miami, Chicago, San Francisco, Rhode Island, New Jersey, Washington and Massachusetts. WTD under preparation.

Guatemala agency invites bids on section of water supply project by Sept. 18

The Government of Guatemala has issued a call for tenders for construction of a section of the Xaya-Pixcaya National Aqueduct designated as Section XP-5 part of the water supply construction program, consisting of: earth filling works (2.9 kms.); construction of covered canals, metal syphons, transition boxes (2.99 kms.) as well as a tunnel (.440 kms.) between stations 5+642 and 9+447. Invitations for bids, bidding documents and complete specifications are available at the offices of Departamento de Bienes Nacionales y Licitaciones, 3a Calle 3-49, Zona 1, Director Unidad Ejecutora, Acueducto Nacional Xaya-Pixcaya, Aeropuerto Nacional La Aurora, Zona 13, Guatemala City, Guatemala, in exchange for 50 yards of 42" wide heliographic paper, 100 letter size ditto mats, and 3,000 sheets of letter size ditto paper.

The bid deadline for this section, Tender No. T 6, is 9 a.m., September 18.

Bids will be accepted in the manner described in the bid documents only from Guatemalan construction firms or from firms located in member countries of the Inter-American Development Bank which have wide experience in the execution of similar projects. Funds will be allocated by the Guatemalan Government from an outstanding credit line available from the Inter-American Development Bank.

A set of specifications, bidding instructions, and plans covering this portion of the project may be inspected in Room 5611, Construction & Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

Water supply tunnel in Australia open for international bidding

The Melbourne and Metropolitan Board of Works invites experienced tunneling contractors to tender for the construction of the Emerald Water Supply Tunnel near the town of Emerald, approximately 25 miles south-east of Melbourne. An official of the Board of Works estimates the value of the contract to be between $A 3-4 million ($A 1 = $U.S. 1.12).

The tunnel will be about 8,500 feet long, 18 feet wide, 13 feet high and partially lined with concrete. It will mainly be in medium to high strength rock, but it is expected that soft material will be encountered near the ends of the tunnel.

Work is to begin in October 1970 and completed by May 31, 1972. The closing date for tenders is 11 a.m., local time, August 18.

Tender documents are available from the following: Contract Room, Melbourne and Metropolitan Board of Works, 601 Little Collins St., Melbourne, Victoria 3000, and the Metropolitan Water Sewerage & Drainage Board, 341 Pitt St., Sydney, N.S.W. 2000. A deposit of $A 25 will be required for each complete set of documents. The deposit will be refunded upon receipt of a bona-fide tender or return of the documents in good condition.

The following security bonds will be required in these percentages of the tender amount: tender bond, 5%; performance bond, 30%; payments bond, 15%.

Peru seeks studies of urban, long distance telephone systems

The Director General of Communications in Peru is seeking bids for the preparation of studies of the local urban telephone systems and their interconnection to the long distance network. The bid deadline is September 25.

Copies of tender announcements and specifications are available from Coronel Jorge ESTRADA Gomez Sanchez, Director General de Communicaciones, Ministerio de/Transportes y Communicaciones, Lima.

Turkish navy wants to buy communications equipment

The Naval Forces Command of Turkey is requesting bids for a microwave system, high frequency single-side-band transceivers, marine type radar sets, ultra high frequency transceivers, and depth sound, recording and range equipment. The bid deadline for microwave and HF equipment is September 14, the others September 21.

Copies of tenders and specifications in English may be obtained for $10, $13, $10, $10 and $8 respectively from the Modern Translation Bureau, Karanfil Sakak 49/1, Yenisehiv, Ankara.

Leads for Importers

Commodities are offered direct unless specified

086 Gathering of forest products

08610 — GUATEMALA — Treefern (ground, medium and coarse), packed in 2-cub. ft. bags (approximate weight 7 lbs. per bag), 1,200 cub. ft., monthly. Hector M. Sierra—Importaciones y Exportaciones (producer, exporter), 23 Avenida 0-95, Zona 7, Guatemala City. WTD in preparation.

195 Small arms

19512 — AFGHANISTAN — Antique Afghan guns: originals or replicas, mounted for wall hanging or without, including variety of English, European, Afghan models; pistols, rifles. Shiv Nandan & Co. (exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD in preparation.

203 Canning, preserving foods

20300—MOROCCO—Complete line of canned foods, including vegetables, fruits, fruit juices, fish, olives. Prices, samples available upon request. Sochepal (exporter), 42, Ave. Hassan Seghir, Casablanca. WTD in preparation.

20361 — GUATEMALA — Fresh water frozen catfish, 4,000 lbs. monthly. Hector M. Sierra—Importaciones y Exportaciones (producer, exporter), 23 Avenida 0-95, Zona 7, Guatemala City. WTD in preparation.

209 Food preparations

20999—MOROCCO—All kinds of spices, ground or not. Samples, prices available upon request. SOMACOD (importer, exporter), 1, rue Poincare, B.P. 793, Casablanca. WTD 7/69.

237 Fur goods

23710—AFGHANISTAN—"Posteen jackets": suede exterior, inner sheepskin lining, colorful embroidered designs or plain, for ski, high fashion, or general winter use, all sizes. Will ship samples at request against payment. Shiv Nandan & Co. (exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD in preparation.

249 Wood products

24991—AUSTRIA—Picture ledges (moldings) and frames in "Austrian look." Zoehrer K. G. (exporter, manufacturer, wholesaler), Burggasse 10-12, P.O. Box 48, A-6130 Schwaz, Tyrol. WTD in preparation.

399 Manufacturing industries

39999 — MOROCCO — Various Moroccan handicraft items including hand-made rugs, leather articles, Moroccan type blankets, brass articles, woodworks, dolls, figurines, old weapons. Prices, samples available upon request. SOMACOD (importer, exporter), 1, rue Poincare, B.P. 793, Casablanca. WTD 7/69.

XUM

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—Plans for **extensions to the Port of Hobart's wharf and port facilities** are being studied by the Marine Board of Hobart. The project, which is designed to update existing installations to cater for modern shipping and cargo handling, is estimated to cost approx. $A9 million ($A 1 =approx. U.S. $1.12). Reportedly, if the project is approved, work could start before the end of 1970. The redevelopment plan would be carried out in four stages, consisting of: 1) building a new 500 ft. wharf on a reclaimed area at Macquarie Point between the Oil Wharf and Macquarie No. 4, to cost $A1.5 million; 2) reclaiming and rebuilding the oil wharf area to align with stage 1, including roll-on, roll-off terminals, totaling $A2.5 million; 3) extending stage 1 to join with Macquarie No. 3 at a cost of $A2 million, and 4) rebuilding King's Pier, costing $A3 million. Storage sheds of about 50,000 sq. ft. total capacity would be built in conjunction with each stage. The three-stage extensions off Hunter Esplanade at Macquarie Point would provide an 800 ft. long wharf and two 500 ft. long roll-on, roll-off terminals built on about 12 acres. The first two stages should be completed by 1973, and the rebuilding of King's Pier to 1,000 ft. long by 1976. According to the Master Warden of the port, the project is in the planning stage and no commitments have been undertaken for its implementation. The usual policy of the Marine Board is to build part of a project through its own facilities, and to call tenders for the remainder.

AUSTRIA—The Austrian manufacturer of plastics articles, FEPLA Feistritzer Plastik GmbH, whose main plant is located in Guntramsdorf, Lower Austria, plans to **erect an additional plant** in Deutschlandsberg, Southern Styria, less-developed area of the province of Styria. For this reason, the provincial government of Styria is offering easy credits and low cost plant sites to attract investors in such areas. Availability of labor is an additional advantage. The Deutschlandsberg plant will be planned for an annual output of 3,000 metric tons of polyethylene products, particularly shrinkable films. Polyethylene is to be supplied by the Yugoslav-Croatian petroleum company INA, a geographically favorable supplier. However, FEPLA also considers Austrian sources of supplies if and when INA has difficulties in delivering the required quantity of polyethylene granulate. Interested U.S. potential suppliers or others should contact: FEPLA Feistritzer Plastik GmbH, Attn: Director Franz Hucek, A-2353 Guntramsdorf, Lower Austria.

CANADA—Concordia City Properties Ltd. and the Ford Foundation will embark this autumn on a joint venture in **urban redevelopment in Montreal** which, when its four phases have been completed in 10 years, will have cost $250 million, employed some 5,000 construction workers and, according to claims made when the project was announced in May, have generated one billion dollars in economic activities in the area. The first of four phases of construction of the "Cite Concordia" complex is expected to cost $65 million and be completed in 10 years. The first phase is to provide three apartment buildings of about 1500 units, a 29-story medical and commercial building, 100 shops, a 500-room hotel, and sports, recreation and parking facilities. The complex will occupy a 25-acre site southeast of Mount Royal and adjacent to McGill University.

CANADA—Alberta Gas Truck Line Ltd. (AGT), a major Canadian natural gas transport system, announced a proposal to **build a $1.5 billion natural gas pipeline from Prudhoe Bay, Alaska to Canadian and U.S. markets via the Northwest and Yukon Territories and Alberta.** The 48-inch line would carry U.S. gas from Alaska, and Canadian gas from the Northwest Territories and Alberta with an estimated initial daily throughput of 1.5 billion cubic feet increasing to 3 billion cubic feet by 1980. The 350-mile Alberta section would be financed and constructed by AGT before the end of 1972. The 900-mile Northwest Territories-Yukon section would be financed and constructed in 1973 and 1794 by a federally incorporated company with powers to operate a natural gas pipeline. (AGT has arranged for the purchase of a company with such powers but other Canadian companies would be invited to participate on an equity basis.) Equity in the Canadian portion would thus be held by Canadian investors. The plan is to raise debt financing primarily in the United States. The 300-mile Alaska section would be financed and constructed in 1973 and 1974 and operated by a new Alaska corporation. The three companies would be autonomous units but the entire system would operate as an integrated natural gas transport service for gas purchased in Alaska and Canada by any company.

CANADA—Approval of Trans-Canada Pipe Lines' request to **construct a C$48.5 million extension to its gas transmission system** was announced June 26. The announcement made clear that approval of the pipeline was independent of Trans-Canada's pending application for gas export licenses, since, as claimed by Trans-Canada, "even if the additional export licenses . . . are not issued, these facilities will be required for service to Canadian customers within two to four years." Trans-Canada's approved works program, which includes additional compressors and upgrading of existing pipeline in Manitoba as well as new construction in Saskatchewan, Manitoba and Ontario, is scheduled for completion by October 31.

FINLAND—Imatran Voima Oy, a state-owned company, is to undertake the **construction of a steam-generated electric power plant** next fall in Inkoo (about 40 km west of Helsinki, along the coast). The first of two 250 MW units will come into operation in the fall of 1973 with the second one starting up in 1975. The equipment for the first unit has already been ordered from the German Kraftwerk Union AG, a joint venture of Allgemeine Elektricitats Gesellschaft (AEG) and Siemens. The power plant will be condensation type using coal-fired boilers and turbo-generators. Other conventional fuels may also be used. The first stage of the project, which includes harbor facilities, will cost an estimated Fmk 200 million ($47.6 million at Fmk 4.20 = U.S. $1). The second stage will cost slightly less. Imatran Voima states that during the 1970's it will be necessary to build several more conventional facilities in addition to the nuclear plants it is planning. Imatran Voima hopes to obtain financing assistance to the extent of $10 million from the Eurodollar market. In addition, the foreign suppliers of equipment will also participate in the financing of the project. Further information may be obtained from Mr. P. Alajoki, Director, Imatran Voima Oy, Malminkatu 16, Helsinki 10, Finland.

TRINIDAD & TOBAGO—R. Howard Wilson, President of Texaco Trinidad Inc., on July 1, announced plans to establish a U.S. $80 million **desulphurization plant** to be constructed at its Pointe-a-Pierre Refinery. The new plant, which is expected to be completed within two years, will reduce the sulphur content of residual fuel oil thereby making the product more marketable in the U.S., where high sulphur fuel oils have become unpopular owing to increasing concern over pollution of the atmosphere. Production capacity is 90,000 barrels of residual fuel oil per day.

Ireland extends bid deadline

The Department of Posts and Telegraphs has extended the bid deadline for Tender No. C/513/8/20 for the supply and installation of telephone automatic switching equipment from August 20 to September 17. (See INTERNATIONAL COMMERCE, July 27, p. 41, and *Commerce Business Daily*, July 14, p. 22.)

Trinidad seeks bids on variety of electrical equipment

The Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain, P.O. Box 121, Trinidad, W.I., has issued Tender No. 2029 for 12kv. 3c underground cable; Tender No. 2030 for 12 kv. 3c st. joint boxes; Tender No. 2031 for 12kv. 3c st. joint boxes; and Tender No. 2032 for isolating boxes. The bid deadline is September 4.

Specifications are available from the Power & Electrical Equipment Division, BDSA-651, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-4188). A review copy will also be

available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

NATO unit in Athens seeks contractors to bid on drydock construction

The NATO Common Infrastructure Works Section of the Hellenic Navy Command, 2 Paparrigopoulou St., Athens, will receive bids from qualified firms on December 18 for construction of a $2.5 million drydock at the Souda Bay Naval Base on the island of Crete. The project, classified NATO Confidential, must be performed under a single contract and completed within 30 months.

The cost of the civil engineering component of the project is estimated at about 51 million drachmas ($1.7 million); cost estimates place the electromechanical installations at 24 million drachmas ($800,000).

The tender is open to firms from NATO countries which are listed on the NATO list of certified firms and which are cleared by their respective governments for classified projects including confidential.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Firms interested in certification should contact: International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Prospective bidders must declare their interest to bid by August 5. However, the U.S. Embassy in Athens has received word that the issuing agency will not exclude firms which fail to comply; nevertheless, firms should register their interest as soon as possible.

The tender documents are scheduled for distribution to qualified bidders on September 16. Since they cannot be handled through international mail, the U.S. Embassy will have them forwarded by air pouch to Washington or to an appropriate Foreign Service post for delivery to the requesting firm which has paid their value to the issuing agency either in cash or certified check. The cost of the documents is not yet determined. The Embassy will notify Commerce when the price is announced.

This information will be given to the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

Portugal extends bid deadline

Firms interested in tendering for construction, maintenance and operation of a series of toll highways in Portugal (See *Commerce Business Daily*, June 1, INTERNATIONAL COMMERCE, June 8) are hereby notified that the bid deadline has been changed from August 31 to October 31. Bids will be opened November 2.

Greek agency issues tenders for telecommunications equipment

The Ministry of Commerce has issued Tender No. 4/606/70 for the supply of 14 transceivers, and Tender No. 4/613/70 for the supply of 47 transceivers, 27 very-high frequency transceivers of which 18 are for the battery network, five very-high frequency for installation on vehicles, six ultra-high frequency transceivers and nine high-frequency transmitters. The bid deadlines are August 28 and 31, respectively.

Copies of tender announcements and specifications are available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-4823), also from the Ministry of Commerce, 4th Directorate of State Purchases, 75 Solonos St., Athens.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists. Mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country.

American Firms, Subsidiaries and Affiliates—Honduras, July 1970
American Firms, Subsidiaries and Affiliates—Korea, July 1970
American Firms, Subsidiaries and Affiliates—Malaysia, June 1970

The following automated lists have been published to provide complete coverage for Mexico. Automated trade lists may be ordered by the titles given below or by the five digit identification (ID) number. All are dated June 1970.

Mexico—an automated list

No. *Title*

01000—Farm, forestry and fishery products
10000—Mining companies
20000—Food and kindred products; tobacco and tobacco products
22000—Textile industry
23000—Apparel and accessories; miscellaneous fabricated textile products
24000—Lumber and wood products
25000—Furniture and fixtures
26000—Pulp, paper, paperboard mill products; converted paper and paperboard products; building paper and boards
27000—Printing and publishing industries
28100—Industrial chemicals
28200—Plastics materials and synthetics
28300—Drugs
28400—Soap, cleaners and toilet goods
28500—Paints and allied products; gum and wood chemicals
28700—Agricultural chemicals
28900—Miscellaneous chemical products
29000—Petroleum and petroleum products
30000—Rubber and rubber products
31000—Leather and leather products
30700—Plastic products
32000—Stone, clay and glass products
33000—Primary metals and metal products, ferrous and non-ferrous
34100—Metal cans; cutlery, hand tools and genera' hardware
34300—Heating apparatus (except electric) and plumbing fixtures
34400—Fabricated structural metal products
34500—Industrial fasteners; metal stampings
34700—Miscellaneous fabricated metal products
35100—Engines and turbines
35200—Farm machinery and equipment
35300—Construction, mining, and materials handling machinery and equipment
35400—Machine tools; special dies, tools, jigs, fixtures and industrial molds; machine tool accessories; other metalworking machinery
35500—Food products machinery
35520—Textile industry machinery
35530—Woodworking, paper and printing industries machinery
35590—Miscellaneous special industrial machinery, non-electrical
35600—General industrial machinery and equipment, non-electrical
35700—Office, computing and accounting machines
35800—Service industry machinery and miscellaneous non-electrical machinery
36100—Electrical test and distributing equipment; electrical industrial apparatus (includes: motors, generators, industrial controls, welding equipment, carbon and graphite products, capacitors, rectifying apparatus, etc.)
36300—Household appliances; electronic equipment for home entertainment; phonograph records and tapes
36400—Electric lighting and wiring equipment
36600—Commercial, industrial and military communication equipment
36700—Electronic components and accessories
36900—Miscellaneous electrical equipment and supplies
37100—Automotive vehicles, parts and accessories (includes auto repair shops)
37200—Transportation equipment and parts (except automotive)
38100—Professional and scientific instruments and controlling devices
38600—Photographic equipment and supplies; watches and clocks; jewelry, silverware, and plated ware
39300—Musical instruments; toys, amusements, sporting and athletic goods
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products

XUM

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Exhibitor's Export Market Guides *(for U.S. Trade Center shows and special exhibits):*

Paris—Transducer Show, U.S. Trade Center, Dec. 1-5. IMIS 70-30. 3pp. 10 cents.

Stockholm—Automotive and Boat Repair and Test Equipment, U.S. Trade Center, Dec. 7-12. IMIS 70-31. 8pp. 10 cents.

Tokyo—Test & Measuring Equipment for the Electronics Industry, U.S. Trade Center, Jan. 25-30. IMIS 70-32. 5pp. 10 cents.

Country Market Digest *(lists the best-selling U.S. products in a particular foreign country):*

Best U.S. Sales Prospects in Indonesia. IMIS 70-106. 13pp. 10 cents.

World Markets for U.S. Exports *(outline the market for a specific U.S. export product in an individual foreign country):*

Electronic Data Processing Equipment —Mexico. IMIS 70-212. 10pp. 10 cents.

Electronic Data Processing—Australia. IMIS 70-213. 15pp. 10 cents.

Electronic Data Processing—United Kingdom. IMIS 70-214. 19pp. 10 cents.

Electronic Data Processing—Netherlands. IMIS 70-215. 10pp. 10 cents.

Electronic Data Processing—Venezuela. IMIS 70-217. 13pp. 10 cents.

Electronic Data Processing Equipment —Belgium. IMIS 70-218. 13pp. 10 cents.

Electronic Data Processing Equipment —Finland. IMIS 70-219. 12pp. 10 cents.

Electronic Data Processing Equipment —France. IMIS 70-220. 16pp. 10 cents.

Electronic Data Processing Equipment —Thailand. IMIS 70-221. 10pp. 10 cents.

Electronic Data Processing—Norway. IMIS 70-222. 9pp. 10 cents.

Electronic Data Processing—Japan. IMIS 70-223. 18pp. 10 cents.

Electronic Data Processing — Italy. IMIS 70-224. 11pp. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

Commerce publications

The following recent U.S. Department of Commerce publications should interest U.S. exporters:

U.S. Foreign Trade Statistics Classifications and Cross-Classifications: 1968. Bureau of the Census. 23pp.

Foreign Direct Investment Regulations: 1970. Office of Foreign Direct Investments. 22pp.

Foreign Affiliate Financial Survey, 1967-68. Office of Foreign Direct Investments. 16pp.

Summary of U.S. Export Control Regulations. Office of Export Control. 15pp. 20 cents.

91st Quarterly Report on Export Control. Office of Export Control. 76pp. 40 cents.

Special Report on Kennedy Round tariff cuts on Mechanical Power Transmission Equipment and Bearings. Bureau of International Commerce. 12pp. 25 cents.

Report of the Action Committee on Taxation in Relation to Exports. National Export Expansion Council. 41pp.

Population of Panama, Estimates and Projections: 1961-2001. Bureau of the Census (Demographic Reports for Foreign Countries, Series P-96, No. 2). 73pp. $1.25.

Documents which are for sale can be obtained from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Others are available from the issuing agencies.

***International Business Research: Past, Present & Future.* By Lee C. Nehrt, J. Frederick Truitt and Richard W. Wright. Indiana University, Bloomington. 362pp. $7.50.**

An annotated bibliography and projection of research, this volume is the result of a project carried out under a 1965 Ford Foundation grant which proposed that the newly created International Business Research Institute at Indiana University prepare an inventory of recent and current research. Included are an operational definition of international business research and the results of the use of the the Delphi technique on a panel of thirty authorities in international business.

definition of international business research, School of Business, Indiana University, Bloomington, Ind. 47401

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta, and Togo). OBR 70-116. 11pp. Summarizes the Union's trade policy and its import tariff system, special customs provisions, required shipping documents, marking, labeling and packing requirements, non-tariff import controls, export controls, and U.S. controls affecting trade with the Union.

Foreign Trade Regulations of Canada. OBR 70-20. 22pp. Contains the same basic information as OBR 70-16, above.

Establishing a Business in Iran. OBR 70-23. 20pp. Describes Iran's investment climate, legislation governing investment, forms, of business organization, industrial property protection, employment situation, taxation, availability of capital, basic economic facilities, and lists the test of the 1955 Law for the Attraction and Protection of Foreign Capital Investments.

Foreign Trade Regulations of Haiti. OBR 70-24. 5pp. Contains the same basic information as OBR 70-16, above.

Basic Data on the Economy of Uganda. OBR 70-26. 23pp. Provides general information on the geography, population, and government; the structure of the economy; capsule reviews of the leading industrial sectors; labor force and laws; the financial system; foreign trade; development planning, and the outlook for the economy.

U.S. Foreign Trade by Quarters: Jan.-Mar. 1968 and Jan.-Mar. 1970. OBR 70-28. 28pp. Seventeen tables summarize the U.S. trade performance during the periods in question.

Write: Superintendent of Documents, U.S. Government Printing Office. Washington, D.C. 20402.

***Multinational Retailing.* By Stanley G. Hollander. Michigan State University, East Lansing. 260pp. $8.**

Dr. Hollander, Professor of Marketing at Michigan State, identifies many of the companies and other groups which are currently transferring retail techniques, entrepreneurial skills, or investment across national boundaries.

Write: Michigan State University, Graduate School of Business Administration, Institute for International Business and Economic Development Studies, East Lansing, Mich. 48823

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Calendar *for international traders*

CHICAGO—Aug. 14—In-office meeting for exporters, Chicago Field Office.

CHICAGO—Aug. 19—Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

CORINTH, MISS.—Aug. 25—Northeast Mississippi Export Conference, Holiday Inn, Sponsors: REEC, Commerce's Memphis Field Office.

HONOLULU—Aug. 19—How to Get Started in Exporting seminar, 10 a.m., Commerce Field Office.

HOT SPRINGS, ARK.—Aug. 19—Export workshop, Chamber of Commerce. Sponsors: Chamber of Commerce, REEC, Commerce's Memphis Field Office.

KANSAS CITY—Aug. 13—Export Financing Seminar, 2 p.m., 1840 Federal Bldg., 601 E. 12th Street, Sponsors: REEC, Field Office.

KANSAS CITY—Aug. 20—Export Documentation Seminar, 2 p.m., 1840 Federal Bldg., 601 E. 12th Street. Sponsors: REEC, Field Office.

LITTLE ROCK—Aug. 20—Export forum on DISC proposal, Chamber of Commerce. Sponsors: Arkansas Exporters' Roundtable, Chamber of Commerce, REEC, Commerce's Memphis Field Office.

MADISON, WIS.—Aug. 25—Governor's Export Expansion Conference, The Wisconsin Center. Sponsors: Gov. Warren C. Knowles, REEC, Milwaukee Field Office.

MEMPHIS—Aug. 19—Mid-South Exporters' Roundtable, Albert Pick Motor Inn.

MINNEAPOLIS—Sept. 8—Briefing session on International Franchising, Commerce Field Office, 2 p.m. Speaker: D. S. Leeper. Sponsors: REEC, Commerce Field Office.

NEW YORK—Sept. 10—Luncheon meeting of the Overseas Automotive Club, Summit Hotel, noon.

PHOENIX—Aug. 20—In-office workshop, Field Office, 10 a.m.-noon. Sponsors: REEC, Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities overseas, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N.MEX., 87101, U.S. Courthouse. Area Code 505,843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St., NW. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.

CHARLESTON, W.VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.

DENVER, COLO., 80202, Room 161 New Customhouse, 19th and Stout Sts. Area Code 303, 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. Area Code 816, 374-3141.

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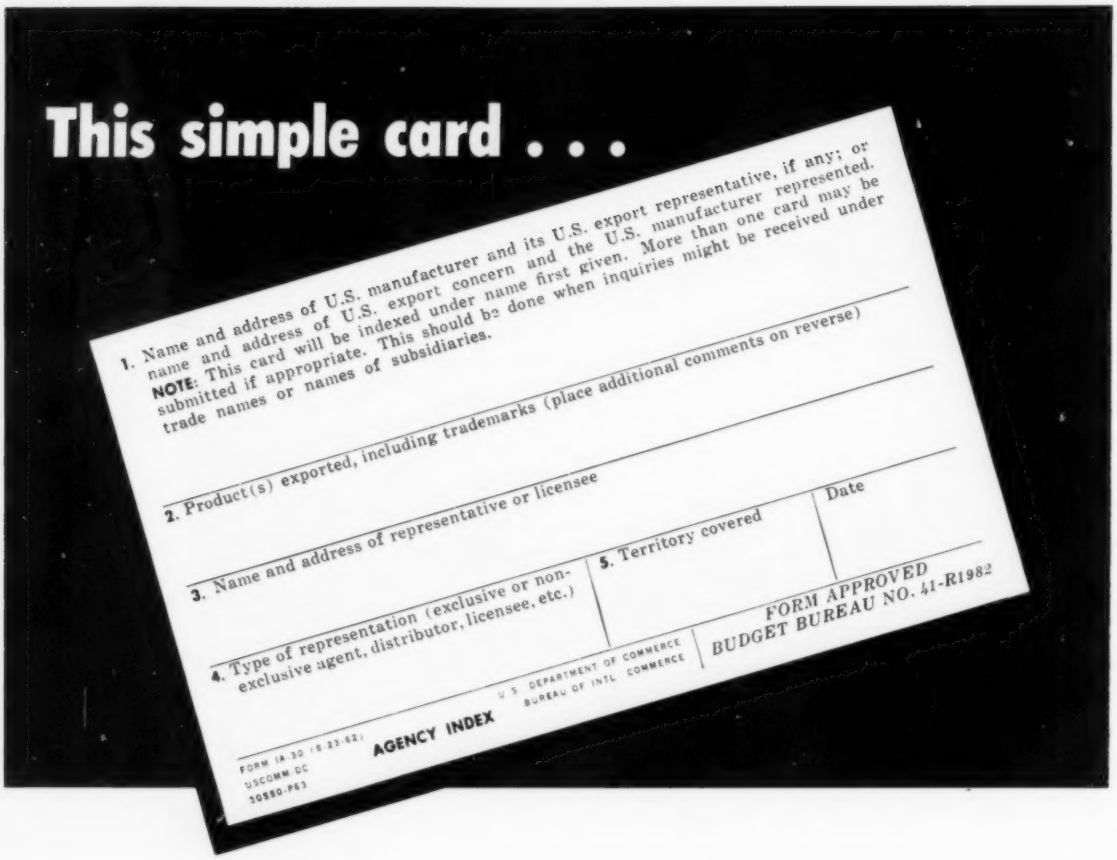
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